










MANAGERIAL ANALYSIS AND DISCUSSION AS AT THE SECOND QUARTER 2018 PESQUERA EXALMAR S.A.A. (hereinafter, "the Company")

1. Indirect Human Consumption (IHC):

1.1. First Season 2018 in the North – Central Region

- By means of Ministerial Resolution No. 560-2017-PRODUCE, the beginning of the first fishing season of anchovy 2018 in the North – Central region was authorized. This began on April 12 and will end when the Total Maximum Limit of allowance Catch (TMLAC) is reached or, otherwise, when IMARPE recommends doing so. The TMLAC corresponding to such season is 3'316,700 metric tons, which is in line with the recommendations of the Instituto del Mar de Peru (IMARPE), according to its report called "Situation of the Northern-Center Stock of Peruvian anchovy (*Engraulis ringens*) as at April 1, 2018 and prospects of exploitation for the first fishing season of 2018".
- As at July 17, 2018, the first fishing season of 2018 is in progress and approximately 99.31% of the quota allocated by the Ministry of Production (PRODUCE) on 3,317 thousand MT has been fished. The first season of 2017 the sector caught 85.34% of the quota.








PARTICIPATION IN PROCESSING		
Company	1 st season 2017	1 st season 2018 (*)
 	21.3%	23.1%
	25.3%	21.9%
	14.4%	13.6%
Others	8.4%	12.3%
	11.3%	11.0%
	10.7%	10.1%
	8.6%	8.0%

(*) Source: PRODUCE. Elaboration: own as at July 17th, 2018.

1.2. Second Season 2017 in the North - Central Region:

- On January 26, 2018, the second anchovy fishing season 2017 corresponding to the North Central region was finished, which had an allocated quota of 1,490 thousand MT. The sector reached a catch of 47%, due to the delay occurred in the expectation of better oceanographic conditions, in comparison to the first season 2017 in which 86% out of the quota was caught.
- In this season, Exalmar reached a total participation of 13% in the processing of the sector, which meant the third place in fishing sector in terms of processing of fishmeal and fish oil.



PARTICIPATION IN PROCESSING		
Company	2 nd season 2016	2 nd season 2017 (*)
 TASA	23.8%	24.1%
 COPEINCA  CHINA FISHERY	21.9%	21.7%
 Pesquera EXALMAR	14.0%	12.9%
 HAYDUK	11.4%	12.4%
 PESQUERA DIAMANTE	10.9%	11.4%
 AUSTRAL	7.9%	8.3%
Others	10.1%	9.2%

(*) Source: PRODUCE. Elaboration: own.

1.3. South Region:

- By means of Resolution No. 647-2017-PRODUCE published on December 30, 2017, the beginning of the first fishing season 2018 in the south region was authorized, with a TMLAC of 535 thousand MT. That season began on January 8 and will end once the TMLAC is reached or, otherwise, it may not exceed June 30, 2018.
- By means of Resolution No. 257-2018-PRODUCE the beginning of the second fishing season 2018 in the south region was authorized, with a TMLAC of 535 thousand MT. This season began on July 1 and will end once the TMLAC is reached or, otherwise, it may not exceed December 31, 2018.

1.4. Catch and processing:

- Considering that, in general, annual financial statements include sales corresponding to the production of the second quota of the previous year and the first quota of the current year, the year 2017 included a quota of 4,326 thousand MT. For the year 2018, an effective quota of 3.9 million MT will be included.

Thousand MT	2017		Total
	2 nd Season 2016	1 st Season 2017	
C-N Quota	2,000	2,800	4,800
Effective catch of the sector	1,954	2,372	4,326
Sector quota advance	97.7%	84.7%	
Exalmar processing	272	340	612
Quota allocated to Exalmar	6.96%	6.71%	
Participation of Exalmar	13.9%	14.3%	
Season	15/11- 27/01	26/04- 31/07	

Thousand MT	2018		Total
	2 nd Season 2017	1 st Season 2018 (*)	
C-N Quota	1,490	3,317	4,807
Effective catch of the sector	687	3,247	3,934
Sector Quota Advance	46.1%	97.9%	



Exalmar processing	88	443	531
Quota allocated to Exalmar	6.64%	6.99% (**)	
Participation of Exalmar	12.8%	13.6%	
Season	07/01 - 26/01	12/04 -	

(*) Source: PRODUCE. As at July 17, 2018. (**) 0.22% belongs to the quota rent

- By the end of the second quarter of 2018, catch and processing volumes shown correspond to January 2018 and to the first season 2018, which represents the balance of the second season 2017.

Thousand MT	As at 2Q17	As at 2Q18	Variation
Own catch	196.7	269.1	37%
Purchase to Third Parties	184.8	260.3	41%
Fishing sold	2.6	2.5	-3%
Total processed	378.9	526.9	39%
Fishmeal produced	88.7	118.7	34%
Fish oil produced	11.0	25.2	130%
Fishmeal Factor	4.27	4.44	4%
Fish oil Factor	2.89%	4.79%	66%

1.5. Inventories:

- The low level of inventories at the beginning of 2018 was due to the temporary suspension of fishing activities during November and December of 2017, because of the high presence of juveniles and the ocean conditions, affected by La Niña Phenomenon. In comparison to the initial inventory of 2017, this represents a decrease of almost 45.0 thousand MT.
- By the end of the second quarter of 2018, the initial inventory of the year plus the production up to June resulted in a volume of 119.7 thousand MT (134.8 thousand MT the previous year) available for sale, of which 65.7 thousand MT were sold, remaining a final inventory of 53.9 thousand MT. It exceeded by 22% in comparison to June 2017.
- It is worth to mention that the production of the second quarter of 2018 exceeded by 34% the production of the previous year.

Fishmeal (thousand MT)	As at 2Q17	As at 2Q18	Variation
First inventory	45.5	0.6	-99%
Production	88.7	118.7	34%
Sales	90.7	65.7	-28%
Reprocessing	0.6	0.4	
Final inventory	44.1	53.9	22%

- Sales of fish oil by the end of the second quarter of 2018 were of 6.4 thousand MT, remaining a final inventory of 18.8 thousand MT (8.6 thousand MT in the previous year).



Fish oil (thousand MT)	As at 2Q17	As at 2Q18	Variation
First inventory	6.6	0.0	-100%
Production	11.0	25.2	
Sales	8.7	6.4	-27%
Reprocessing	-0.4	-0.1	
Final Inventory	8.6	18.8	120%

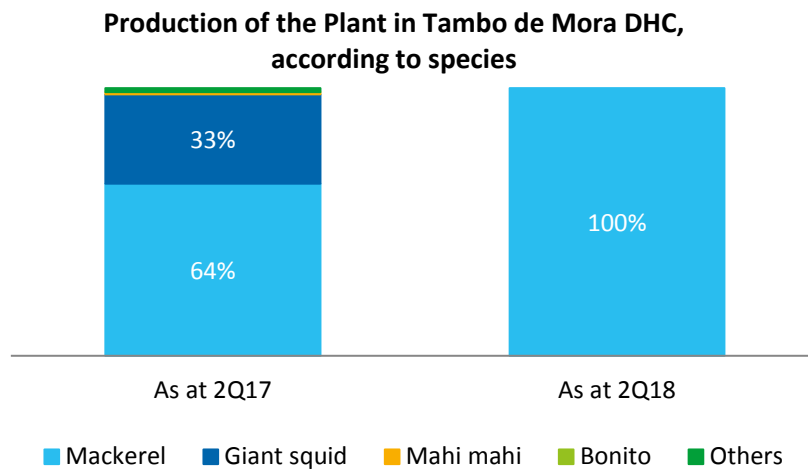
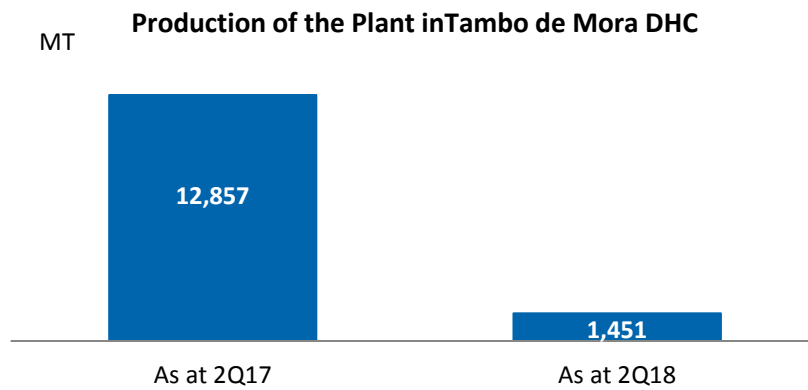
2. Direct Human Consumption (DHC):

- By means of Resolution No. 643-2017-PRODUCE, published on December 31, 2017, the catch limit for horse mackerel was set at 75,000 MT and for mackerel at 110,000 MT, applicable to extractive activities for Direct Human Consumption for the period corresponding to 2018, making a total of 185,000 MT of horse mackerel and mackerel.
- On March 7, 2018, the execution of exploratory fishing of jack mackerel and mackerel resources made by artisanal vessels was authorized for a period of 60 days, as well as on a large scale with valid fishing license. In this period, the sector caught 17.1% of the established quota, while Exalmar reached 6.1% of participation.

Horse Mackerel and Mackerel				
MT	2015	2016	2017	2018 (*)
Quota	140,000	239,000	210,000	185,000
Effective Catch of the Sector	1,080	110,814	76,790	31,607
Sector Quota Advance	0.8%	46.4%	36.6%	17.1%
Exalmar Catch	133	10,310	8,646	1,917
Participation of Exalmar	12.3%	9.3%	11.3%	6.1%

(*) Information as at June 30, 2018. The effective catch of the years 2016, 2017 and 2018 basically corresponds to mackerel species. Elaboration: own.

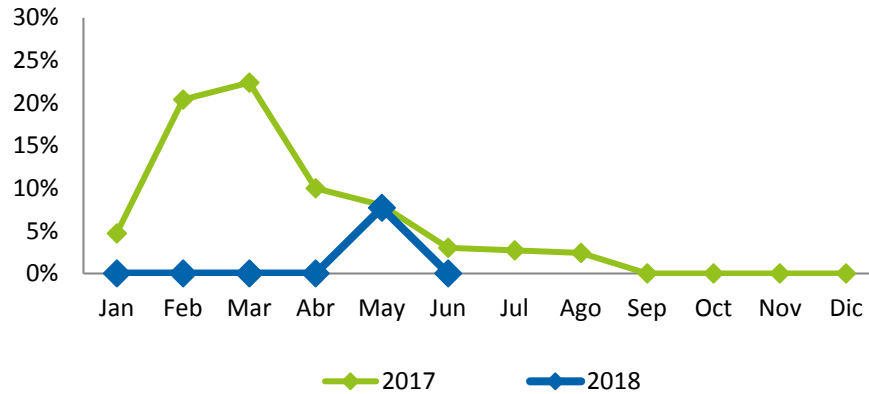
- By the end of the second quarter of 2018, the production of the Plant in Tambo de Mora reached 1,451 MT, decreasing by 89%, in comparison to the previous year, due to the low availability of mackerel (in 2017 there was more processing until the beginning of the second quarter).



- By the end of the second quarter of 2018, there is no DHC inventory, in comparison to 4,597 MT, as at June 30, 2017.
- In the second quarter of 2018, Direct Human Consumption has been affected by the following:
 - Absence of horse mackerel and low presence of mackerel.
 - Low availability of giant squid and other species.



Use of Installed Capacity in DHC Plant of Tambo de Mora



- Due to the low availability of raw materials for Direct Human Consumption, on September 20, 2017 it was announced the Board's decision of temporarily suspending the operations of the DHC plant in Tambo de Mora for processing giant squid and other species, as well as any activities related to these processes, keeping the plant working on the processing of horse mackerel and mackerel.

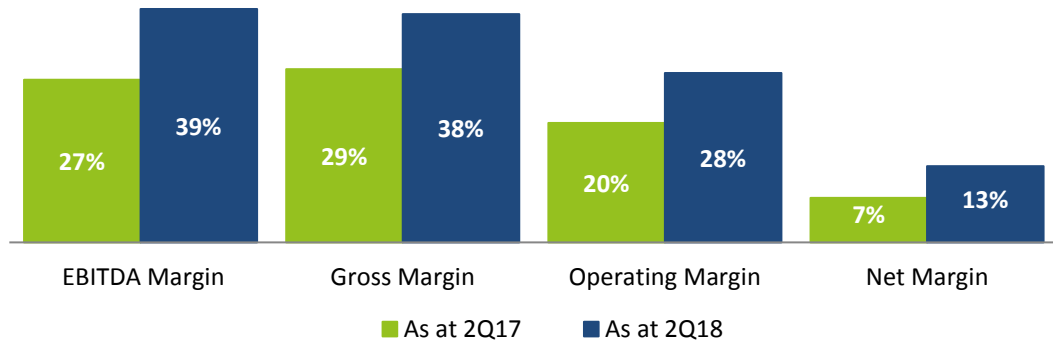
3. Financial information

- Financial statements as at June 30, 2018, show the effect of: (i) decrease in sales due to an initial inventory of 0.6 thousand MT of fishmeal in comparison to 45.5 thousand MT in 2017; and (ii) decrease by 97 % in sales of DHC products versus the same period of the previous year. (iii) Greater effectiveness in the control of the cost of sale due to greater efficiency in fishing and, additionally, savings due to fewer days of closed season.

US\$ Million	2Q17	2Q18	As at 2Q17	As at 2Q18	Variation
Sales	65.8	84.5	159.3	121.4	-24%
Gross profit	17.7	36.5	45.5	45.7	0%
Operating profit (*)	11.2	28.6	31.4	33.9	8%
Profit before Tax	6.7	23.7	23.0	22.7	-1%
Net Profit	3.9	16.6	11.7	15.3	30%
EBITDA (**)	15.8	33.8	42.8	46.8	9%

(*) Operating profit does not consider the other incomes/expenses.

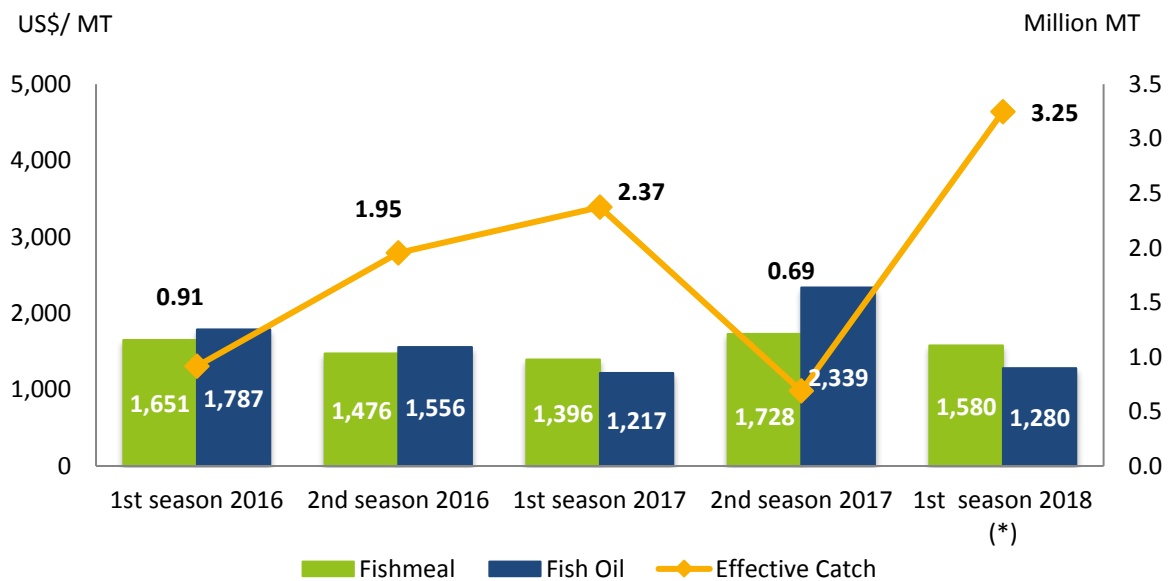
(**) Estimated EBITDA does not consider the other incomes/expenses, because they are non-recurrent items, nor sharing to workers.



3.1 Sales:

- By the end of the second quarter of 2018, total sales decreased by 24% regarding to the same period of the previous year, due to a lower initial inventory, as a result of lower effective catch in the second season 2017 (687 thousand MT in comparison to 1,954 thousand MT of the second season 2016).

Average Sale Prices and Effective Catch



(*) Information as at July 17, 2018.

- The quota corresponding to the first season of 2018 increased by 37% in comparison to the first season 2017 and the sale price of fishmeal increased by 13.2%.
- When comparing the first season 2018 with the second season 2017, the quota increased by 3.71 times, while the prices of fishmeal and fish oil were reduced due to the greater existing offer.



- By the end of the second quarter 2018, 55% of the fishmeal volume available for sale has been sold and 53.9 thousand MT remain in the inventory.
- DHC sales had a decrease of 84% in comparison to the same period of the previous year, due to the shortage of mackerel in the first months of the year. These represented 2% out of total sales, lower than the previous year in which it represented 9%.

Net Sales- Indirect Human Consumption					
	2Q17	2Q18	As at 2Q17	As at 2Q18	Variation
Fishmeal					
MT	35,766	47,239	90,711	65,705	-28%
US\$/MT	1,414	1,605	1,449	1,639	13%
Total Fishmeal Sales (thousand US\$)	50,561	75,802	131,401	107,719	-18%
% of Total Sales	77%	90%	82%	89%	
Fish oil					
MT	4,734	4,511	8,698	6,389	-27%
US\$/MT	1,218	1,326	1,343	1,624	21%
Total Fish Oil Sales (thousand US\$)	5,767	5,982	11,681	10,376	-11%
% of Total Sales	9%	7%	7%	9%	
Anchovy					
MT	1,058	1,527	2,554	2,469	-3%
US\$/MT	237	240	256	232	-9%
Total Anchovy (thousand US\$)	251	366	655	573	-12%
% of Total Sales	0%	0%	0%	0%	
Quota Rent (thousand US\$) (*)	446	311	446	311	-30%
% of Total Sales	1%	0%	0%	0%	
TOTAL INDIRECT HUMAN CONSUMPTION	57,025	82,461	144,183	118,979	-17%
% of Total Sales	87%	98%	91%	98%	

Net Sales - Direct Human Consumption					
	2Q17	2Q18	As at 2Q17	As at 2Q18	Variation
Fresh fish					
Total Fresh products (thousand US\$)	34	882	152	914	500%
% of Total Sales	0%	1%	0%	1%	
Frozen Products					
MT	8,364	1,198	13,218	1,279	-90%
US\$/MT	1,045	754	1,129	1,026	-9%
Total Sales of Frozen Products (thousand US\$) (**)	8,741	904	14,926	1,313	-91%
% of Total Sales	13%	1%	9%	1%	
Others (thousand US\$) (***)	8	207	36	214	500%
% of Total Sales	0%	0%	0%	0%	
TOTAL DIRECT HUMAN CONSUMPTION	8,782	1,992	15,114	2,441	-84%
% of Total Sales	13%	2%	9%	2%	

TOTAL	65,807	84,453	159,297	121,420	-24%
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(*) Quota rent corresponds to south region.

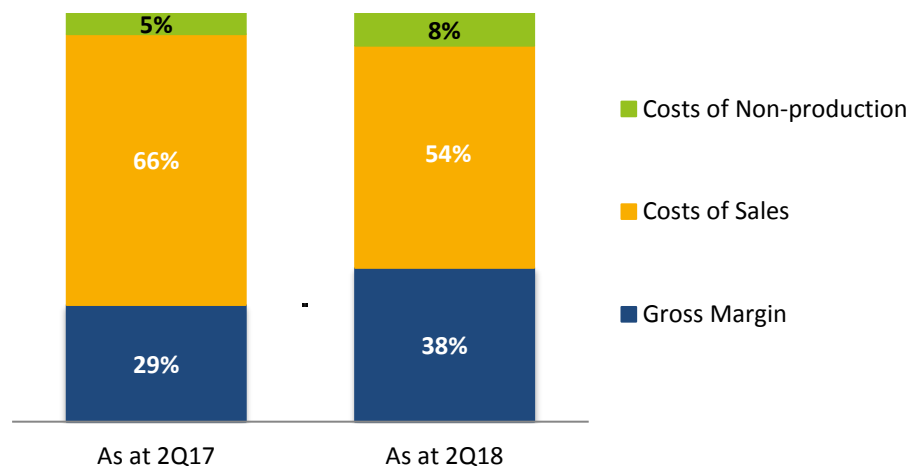
(**) It includes horse mackerel, mackerel, sea scallops, mahi-mahi, squid, and giant squid in various forms, among others.

(***) It includes residual fishmeal and different services.

3.2 Gross Profit:

Million US\$	2Q17	2Q18	As at 2Q17	As at 2Q18	Variation
Sales	65.8	84.5	159.3	121.4	-24%
Cost of Sales	44.5	44.1	105.6	66.0	-37%
Costs of non-production (*)	3.6	3.8	8.2	9.7	18%
Gross Profit	17.7	36.5	45.5	45.7	0%
% on Sales					
Gross Margin	27%	43%	29%	38%	
Cost of Sales	68%	52%	66%	54%	
Costs of non-production (*)	5%	5%	5%	8%	

- By the end of the second quarter of 2018, despite the fact that the sale volume was lower by 28%, the gross profit was similar to that of the same period in the previous year, as a result of greater efficiency of the extraction cost. This was mainly explained by fuel savings, because of the adequate distribution of the resource to the plants and greater volumes produced (34% more as at June 30, 2018).





Million US\$	2Q17	2Q18	As at 2Q17	As at 2Q18	Variation
Sales	65.8	84.5	159.3	121.4	-24%
IHC	57.0	82.5	144.2	119.0	-17%
DHC	8.8	2.0	15.1	2.4	-84%
Cost of Sales	44.5	44.1	105.6	66.0	-37%
IHC	38.5	42.2	94.9	63.1	-33%
DHC	5.9	1.9	10.6	2.9	-73%
Costs of Non- production (*)	3.6	3.8	8.2	9.7	18%
IHC	1.8	2.3	4.5	6.6	46%
DHC	1.8	1.5	3.7	3.0	-17%
Gross Margin	17.7	36.5	45.5	45.7	0%
IHC	16.7	38.0	44.7	49.2	10%
DHC	1.1	-1.4	0.8	-3.5	-529%

% on Sales	2T17	2T18	As at 2T17	As at 2T18
Cost of Sales	68%	52%	66%	54%
IHC	68%	51%	66%	53%
DHC	68%	95%	70%	119%
Costs of non-production (*)	5%	5%	5%	8%
IHC	3%	3%	3%	6%
DHC	20%	78%	24%	125%
Gross Margin	27%	43%	29%	38%
IHC	29%	46%	31%	41%
DHC	12%	-72%	5%	-144%

3.3 Cost of Sales:

- By the end of the second quarter of 2018, the cost of IHC sales represented 53% of sales, below the 66% reported for the same period in 2017. There were 81 days of closed season, against to 88 days in the same period of the previous year. Unit costs of IHC sales decreased to US\$ 876 per MT¹, against to US\$ 955 per MT in the previous year (8% less), due to higher production volumes and fuel savings.
- As at June 30, 2018, the cost of anchovy catch per MT decreased by 2%, against to the same period of the previous year, mainly due to higher catch volumes that helped to dilute the fixed costs of the first quarter of the year (own catch increased by 37% against to the same period of the previous year).

¹It considers MT of fishmeal and fish oil sold.



	Costs of own catch		
	As at 2Q17	As at 2Q18	Variation
Own catch (MT)	196,711	269,059	37%
Cost of own catch (thousand US\$)	22,691	30,954	36%
US\$/MT	115.4	115.0	0%
Depreciation	3,197	4,882	
Dep/ MT	16.3	18.1	12%
US\$/MT (without depreciation)	99.1	96.9	-2%
Detail:			
Personnel	8,967	13,296	
Personnel /MT	45.6	49.4	8%
Maintenance	3,204	4,413	
Maintenance/MT	16.3	16.4	1%
Fuel	3,823	4,433	
Fuel/MT	19.4	16.5	-15%
Others	3,501	3,929	
Others /MT	17.8	14.6	-18%

- By the end of the second quarter 2018, the purchase to third parties represented 49% of the total processed volume, similar to the same period of the previous year. The cost per MT of purchase to third parties regarding the sale price of fishmeal represented 14.7% as at the second quarter of 2018, against to 16.7% in the same period of 2017.

	Costs of purchase to third parties		
	As at 2Q17	As at 2Q18	Variation
Purchase to third parties (MT)	184,781	260,327	41%
Cost of purchase to third parties (thousand US\$)	44,638	62,791	41%
US\$/MT	241.6	241.2	-0.2%
% on Sale Price of Fishmeal	16.7%	14.7%	

- The processing cost per MT by the end of the second quarter 2018 (not including raw material) decreased by 7% regarding the previous year, as a result of higher processing levels (44% more against to the same period in the previous year) that helped to dilute the fixed costs, and of lower costs of maintenance (16% less per processed ton) reported due to a shorter closed season.



	Processing Costs		
	As at 2Q17	As at 2Q18	Variation
Fishmeal and Fish Oil Processing MT	99,646	143,921	44%
Processing Cost (Thousand US\$)	21,027	28,209	34%
US\$/ MT	211.0	196.0	-7%
Depreciation	3,506	3,689	5%
Dep/ MT	35.2	25.6	-27%
US\$/ MT (without depreciation)	175.8	170.4	-3%
Others:			
Personnel	3,480	4,046	
Personnel/MT	34.9	28.1	-20%
Maintenance	941	1,137	
Maintenance/MT	9.4	7.9	-16%
Fuel	5,465	8,544	
Fuel/MT	54.8	59.4	8%
Inspections and analysis	1,375	2,003	
Inspections and analysis /MT	13.8	13.9	1%
Others	6,260	8,790	
Others/MT	62.8	61.1	-3%

- Regarding Direct Human Consumption, the low availability of mackerel stood out in the first months of the year (around 1,917 MT of catch).

DHC (US\$ million)	As at 2Q18		
Sales	2.4		2.4
Variable cost of sales	-2.3		-2.3
Contribution Margin	0.1		0.1
Sale Expenses	-0.7		-0.7
	Cost	Deprec.	Total
Non-production Costs	-1.2	-1.8	-3.0
Fixed Cost of Sales	-0.6	0.0	-0.6
Administrative Expenses	0.0	-0.2	-0.1
Fixed costs	-1.8	-2.0	-3.8
EBITDA	-2.4		
Operating profit			-4.4



3.4 Non-production Costs:

- “Non-production costs” correspond to expenses of plants and vessels during non-production/non-operation days in fishing seasons.
- Non-production costs increased by 17% in comparison to the previous year, because the second season 2017 restarted on January 7, 2018, being charged to the non-production cost of IHC plants in the first days of January.

US\$ Million	As at 2Q17	As at 2Q18	Variation
Fleet non-production cost (*)	0.9	0.6	-31%
Plant non-production cost (*)	3.5	5.8	65%
Costs of DHC Non-production	3.5	2.9	-18%
Non-production Costs	7.9	9.3	17%

(*)As of the presentation of the audited annual financial statements for 2015, they are no longer considered closed season expenses; there are only non-production costs.

3.5 Operating Expenses:

- By the end of the second quarter of 2018, administrative expenses increased by 12% regarding the same period of the previous year, due to the hiring of specific services.
- Moreover, sale expenses also decreased by 29% regarding the same period of 2017, due to lower sale volumes. And, the ratio in comparison to sales remains in 6%.

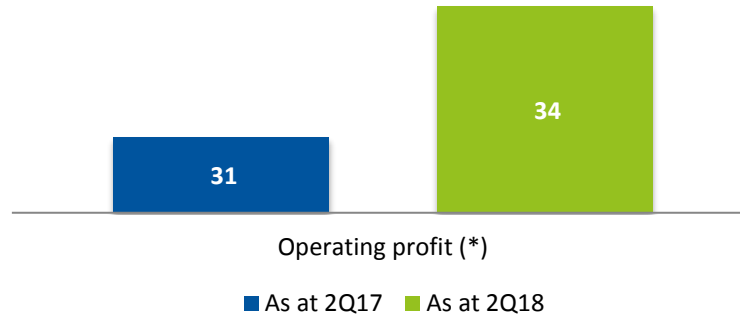
US\$ Million	2Q17	2Q18	As at 2Q17	As at 2Q18	Variation
Sale expenses	4.5	5.1	9.7	6.9	-29%
% On Sales	7%	6%	6%	6%	
Administrative Expenses	2.0	2.8	4.4	4.9	12%

3.6 Operating Profit(*):

- By the end of the second quarter 2018, the operating profit increased by US\$ 3.0 million regarding the same period of the previous year (28% regarding sales), as a result of lower costs.



US\$ Million



(*)Operating profit does not consider the other incomes/expenses.

3.7 Financial Expenses:

- Net financial expenses had an increase of 18%, changing from US\$ 8.8 million in 2017 to US\$ 10.4 million as at the end of the second quarter of 2018, representing 9% on sales (6% in the same period of 2017). An Exchange Offer of the current bonds was made in February and their related expenses increased to US \$ 2.0 million, which increased the financial expenses of the period. Moreover, the interest rates of the financial market have increased as well as the need of working capital according to the higher production obtained.

US\$ Million	2Q17	2Q18	As at 2Q17	As at 2Q18	Variation
Financial incomes	0.0	0.0	0.0	0.1	84%
Financial expenses	4.4	4.7	8.8	10.5	18%
Net Financial Expenses	-4.4	-4.7	-8.8	-10.4	18%
% On Sales	7%	6%	6%	9%	

3.8 Net Profit:

- By the end of the second quarter 2018, the net profit was US\$ 15.3 million, 30% more than the same period of the previous year (US\$ 11.7 million), as a consequence of higher efficiency in costs.

3.9 Indebtedness:

- By the end of the second quarter 2018, the total net debt amounted to US\$ 242.5 million, similar to the previous year (US\$ 241.3 million in 2017). The long-term debt (current and non-current part) was of US\$ 197.4 million, from which US\$ 3.8 million correspond to leasing operations. The short-term debt amounted to 48.0 million, 16% higher than the previous year; directly related to higher processing levels and purchase to third parties (41% higher than the purchase of June 30, 2017).



Debt Position			
US\$ million	As at 2Q17	As at 2Q18	%
Short-term Debt	41.5	48.0	16%
	17%	20%	
Long-term Debt	202.9	197.4	-3%
Current part	1.8	6.0	234%
Non-current part	201.1	191.4	-5%
	83%	80%	
Total Debt	244.5	245.5	0%
Cash	3.1	3.0	-6%
NET DEBT	241.3	242.5	0%

- Regarding short-term debt, as at June 30 levels of US \$ 48.0 million were reached, compared to US \$ 41.5 million for the same period of 2017. This debt increased by 16%, due to higher processing levels.

US\$ Million	As at 2Q17	As at 2Q18	%
Short-term Debt (Working Capital)	41.5	48.0	16%
Net Trade Accounts Receivable	15.6	29.5	89%
Valued Inventory (US\$)	80.8	110.7	37%
Fishmeal stock (thousand MT)	44.1	53.9	22%
Fish Oil stock (thousand MT)	8.6	18.8	120%
DHC Stock (thousand MT)	4.6	0.0	-100%
Fishmeal Valued Inv. (*)	63.9	85.6	34%
Fish Oil Valued Inv (*)	10.0	25.1	150%
DHC Inv. (**)	6.9	0.0	-100%
Receivables + Valued Inventory + Cash	99.6	143.2	44%
Short-term Debt Hedge	240%	298%	

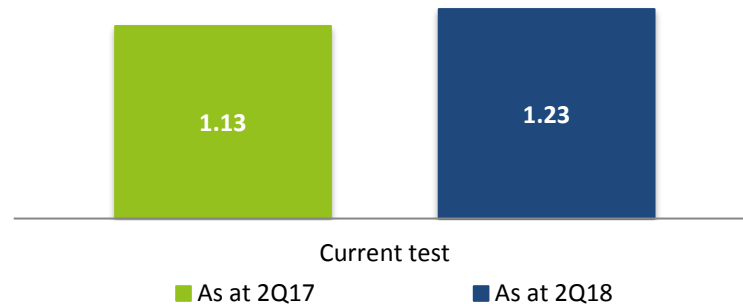
(*)Valued at average sale prices. (**) Valued at inventory costs.

- By the end of the second quarter of 2018, we have current assets of US\$ 143.2 million approx., from which 21% correspond to trade accounts receivable and 77% to inventories. If we make them, short-term debt will be hedged on 2.98 times.

3.10 Financial Indicators:

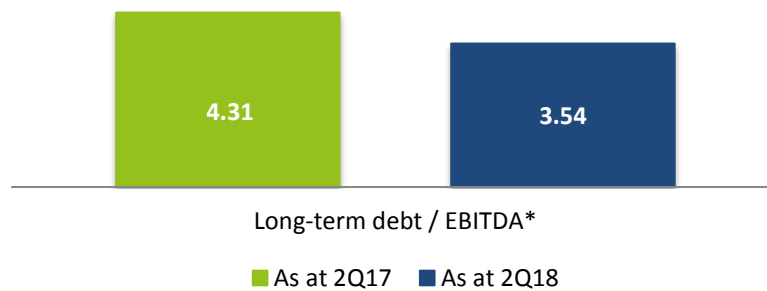
- Liquidity:**

In the second quarter of 2018, the current test (current assets / current liabilities) exceeded in 9% the 1.13x of the same period in the previous year. This is due to the increase of current assets by 26%, mainly explained by higher processing levels (39% more than the same period in the previous year) that have generated higher accounts receivable.



- Solvency:**

Solvency ratio of the second quarter of 2018 decreased by 18% compared to the same period in the previous year. The increase in EBITDA for the last twelve months was of 18% for 2018, which made the ratio level to decrease.



(*) EBITDA of the last 12 months is considered.

- Profitability:**

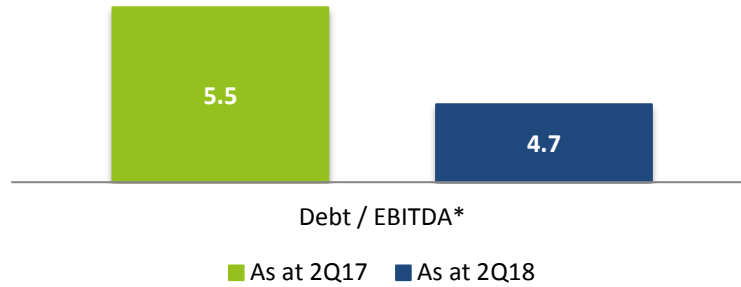
By the end of the second quarter of 2018, the profitability ratios of the last twelve months are higher than those of the same period of 2017. This is due to the losses of US\$ 21.million generated between July and December 2016, from which DHC represents US\$ 15.8 million (75% of loss). On the other hand, the loss generated by DHC in 2018 was of US\$ 5.7 million (37.6% of accumulated loss as at June 30, 2018).

Profitability Position(UDM)		
	As at 2Q17	As at 2Q18
ROE	-4.0%	3.6%
ROA	-2.2%	1.9%
Net Margin	7.4%	12.6%



- **Total Debt / LTM EBITDA:**

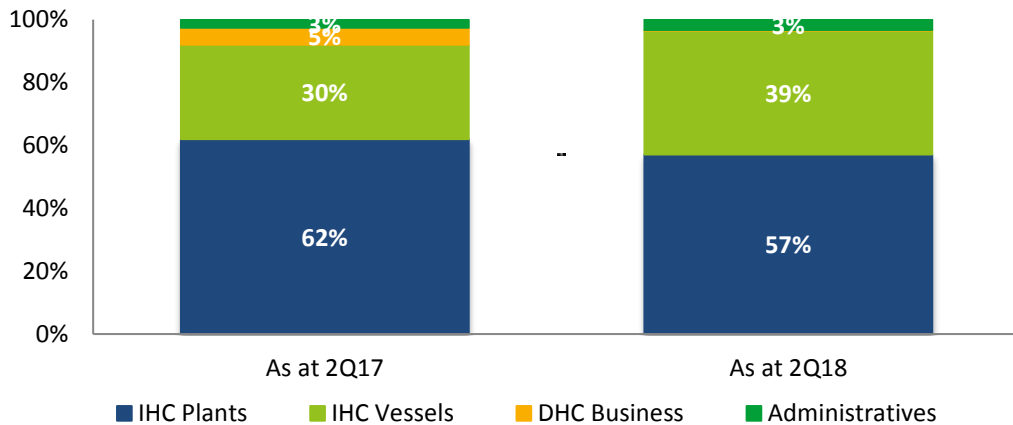
By the end of the second quarter 2018, the indicator decreased from 5.51x to 4.67x compared to the same period in 2017, as a result of higher levels of EBITDA in last twelve months (18% more).



(*)EBITDA of the last 12 months is considered.

3.11 CAPEX:

- Regarding CAPEX, by the end of the second quarter 2018, there were investments for US\$ 6.5 million (US\$ 8.0 million as at June 30, 2017), mainly aimed to IHC plants and vessels.

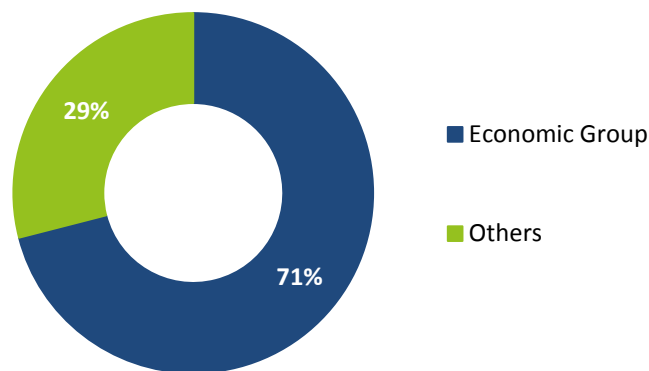


4. Share capital, shareholders and share evolution:

- T: (511) 441-4420.
- D: Av. Víctor Andrés Belaúnde 214, San Isidro, Lima, Perú.
- W: www.exalmar.com.pe



- As at June 30, 2018, the fully subscribed and paid-up capital of the Company amounted to S/. 295'536,144, divided into 295'536,144 common shares with voting rights for a nominal value of S/. 1.00 each one. All shares provide their holders the same rights and liabilities.
- The company's shares are quoted on the Lima Stock Exchange. As at June 30, 2018, the market value of the 295'536,144 shares was S/. 1. per share, while as at December 31, 2017 it was S/. 1.19.



5. Other Relevant Facts:

- On April 6, the authorization for starting the first fishing season 2018 since April 12 was announced as an Important Fact, with a quota of 3.32 million metric tons.
- On April 10, it was announced, as an Important Fact, the signature of the contract through which Exalmar, in its Direct Human Consumption plant in Paita, will offer the company PERUVIAN SEA FOOD S.A. (PSF), the freezing service, storage of hydrobiological products, dock unloading service, sale of ice and assignment in non-exclusive use (leasing) of the processing room of that plant, in order to make better use of its installed capacity.
- On April 12, it was reported the signature of the contract to take the processing services of the Plant GER EXPORT S.A. in Chimbote, as an additional alternative in the area to our Chimbote Plant, in order to achieve greater participation in processing in the sector.
- On April 17, it was spread as an Important Fact that in the Board meeting held on April 17, 2018, the Board of Directors of the Company unanimously agreed to approve the hiring of Ernst & Young (EY) as the external auditors for 2018.
- On April 17, the new composition of the Board Committees for the period 2018-2019 was approved, according to the following:

COMMITTEES	DIRECTORS	CHAIRMAN
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Corporate Governance Committee	Víctor Matta Dall'Orso, Cecilia Blume, Rodrigo Sarquis	Rodrigo Sarquis
Committee of Appointments and Remunerations	Víctor Matta Curotto, Víctor Matta Dall'Orso, Cecilia Blume	Cecilia Blume
Audit Committee	Víctor Matta Dall'Orso, Cristian Celis, Martín Ramos	Martín Ramos
Risk Committee	Víctor Matta Curotto, Rodrigo Sarquis, Andrés Muñoz	Andrés Muñoz
Finance Committee	Martín Ramos, Andrés Muñoz, Cristian Celis	Cristian Celis

- Likewise, on April 17 it was informed that the Board approved the following policies: Compliance Policy and Policy for prevention of corruption risks, money laundering and financing of terrorism.
- On April 21, it was published the report of risk classification by Standard & Poor's regarding the new issue (Exchange Offer) for an amount of US\$ 60.9 million, keeping the rating in B- with a negative perspective (same classification of current bonds for US\$ 110 million).
- On April 29, it was published the report of risk classification by Moody's regarding the new issue (Exchange Offer) for an amount of US\$ 60.9 million, keeping the rating in B3 with a convenient perspective (same classification of current bonds for US\$ 110 million).