









## MANAGEMENT DISCUSSION AND ANALYSIS FOR THE FIRST QUARTER OF 2021 PESQUERA EXALMAR S.A.A. (hereinafter referred to as "the Company")

### 1. Indirect Human Consumption (IHC):

#### 1.1. First Season of 2021 in the North Central Zone:

- By means of Ministerial Resolution No. 120-2021-PRODUCE, the opening of the first anchovy fishing season of 2021 was authorized in the North Central zone, since the end date of the exploratory fishing authorized in the First Complementary Transitory Provision, which began on April 23rd, 2021 within a period not exceeding (10) calendar days.
- The fishing quota allocated for the season is 2'509,000 metric tons. This season will end once the authorized Total Allowable Catch for the North-Central Zone (TAC North-Central) has been reached, or otherwise, when IMARPE recommends it due to environmental or biological circumstances.








PROCESSING QUOTA SHARE		
Company	1 <sup>st</sup> season 2020	1 <sup>st</sup> season 2021
	21.8%	
	20.9%	
	18.1%	
	11.8%	
	11.2%	
	7.3%	
Others	8.9%	

Source: PRODUCE. Compiled by author.

#### 1.2. Second Season of 2020 in the North Central Zone:

- The opening of the second anchovy fishing season of 2020 in the North - Central zone was authorized by means of Ministerial Resolution N° 00383-2020-PRODUCE, starting on November 12<sup>th</sup>, 2020 and ending on January 25<sup>th</sup>, 2021.
- The Total Allowable Catch (TAC) was 2'786,000 metric tons, reaching 89.5% of the quota allocated by the Ministry of Production (PRODUCE), while Exalmar caught 86.7% of its quota, reaching a 16.3% quota share of the global quota. In the second season of 2019, the sector caught 36.1% of the quota set at 2'786,000 metric tons, while Exalmar had a 14.8% quota share.



PROCESSING QUOTA SHARE		
Company	2nd season 2019	2nd season 2020
 TASA	23.5%	21.4%
 	19.1%	20.4%
	14.8%	16.3%
	9.4%	11.6%
	13.9%	11.2%
	7.6%	7.7%
Others	11.7%	11.4%

Source: PRODUCE.

### 1.3. Southern Zone:

- The opening for the first fishing season of 2021 in the Southern Zone was authorized by means of Ministerial Resolution N° 0074-2021-PRODUCE, with a TAC of 409 thousand metric tons. This season began on March 10<sup>th</sup>, 2021, and will end once the authorized Total Allowable Catch of the Southern Zone (TAC-South) has been reached, or otherwise, it may not exceed June 30<sup>th</sup>, 2021. As of April 20<sup>th</sup>, 2021, the sector has achieved a 33% progress of the global quota, while Exalmar has managed to catch 5,535 MT representing 57% of its TAC.
- The opening of the first fishing season of 2020 in the Southern Zone, with a TAC of 435 thousand MT was authorized by Ministerial Resolution No. 0249-2020-PRODUCE, published on July 27<sup>th</sup>, 2020. This season opened on August 1<sup>st</sup>, 2021. However, in 2020 no landings were recorded in the South of the country, and the season ended on December 31<sup>st</sup>, 2020.

### 1.4. Catch and processing:

- Considering that generally the annual financial statements include sales related to the production in the second season of the previous year and the first season of the current year, 2020 included a total effective quota of 3,350 thousand MT, which is composed of an effective quota of 997 thousand MT in the second season of 2019 and 2,354 thousand MT in the first season of 2020.

Thousand MT	2020		Total
	2 <sup>nd</sup> Season 2019	2 <sup>nd</sup> Season 2020	
N-C Quota	2,786	2,413	5,199
Effective catch of the sector	997	2,354	3,350
Fishing quota progress	35.8%	97.6%	64.4%
Exalmar's Processing	147	426	574
Exalmar's Catch Quota	6.1%	8.3%	
Exalmar's Quota Share	14.8%	18.1%	17.1%
Season	16/11/19 – 14/01/20	13/05/20 – 31/07/20	

- At the end of the season, the sector has caught 2,451 thousand MT, which represents 89.5% of the allocated quota for the second season of 2020. Exalmar processed 401 thousand MT, reaching a 16.3% quota share of the total effective catch.



Thousand MT	2021		Total
	2 <sup>nd</sup> Season 2020 (*)	1 <sup>st</sup> Season 2021	
N-C Quota	2,780	2,509	5,289
Effective catch of the sector	2,451		
Fishing quota progress	89.5%		
Exalmar's Processing	401		
Exalmar's Catch Quota	8.1%		
Exalmar's Quota Share	16.3%		
Season	12/11/20 – 25/01/21	23/04/21 –	

Source: PRODUCE.

- At the end of the first quarter of 2021, the catch and processing volumes shown correspond to January 2021 (balance of the second season of 2020).

Thousand MT	For the 1 <sup>st</sup> quarter of 2020	For the 1 <sup>st</sup> quarter of 2021	Variation
Own catch	0.1 7%	54.4 54%	42133%
Purchase to third parties	1.7 93%	46.7 46%	2611%
Fish sold	0.0	0.6	-
<b>Total processed</b>	<b>1.9</b>	<b>100.5</b>	<b>5328%</b>
Fishmeal produced	0.4	27.1	6322%
Fish oil produced	0.0	4.9	-
Fishmeal factor	4.38	3.70	-15.5%
Fish oil factor	1.24%	4.83%	289%

### 1.5. Inventories:

- As of March 31<sup>st</sup>, 2021, the initial inventory of fishmeal plus the one produced up to the aforementioned date, generated an available-for-sale volume of 96.8 thousand MT (36.8 thousand MT the previous year), of which 65.6 thousand MT have been sold, remaining an inventory of 31.2 thousand MT to be shipped during the first months of the second quarter of 2021 (21.5 thousand MT the previous year).
- In 2021, the initial fishmeal inventory was 32.9 thousand MT higher than in 2020, and fishmeal production in the first quarter of 2021 was 6322% higher than in the same period of the previous year. The available-for-sale volume at the end of the first quarter of 2021 was 163% higher compared to the previous year and 326% higher than in 2020.

Fishmeal (thousand MT)	For the 1Q20	For the 1Q21	Variation
Initial Inventory	36.4	69.3	91%
Production	0.4	27.1	6322%
Reprocessing	0.1	0.3	
Sales	15.4	65.6	326%
Final Inventory	21.5	31.2	45%



- By the end of the first quarter of 2021, fish oil sales were 11.3 thousand MT, remaining an inventory of 7.2 thousand MT.

Fish oil (thousand MT)	For the 1Q20	For the 1Q21	Variation
Initial Inventory	5.3	13.9	162%
Production	0.0	4.9	-
Sales	1.4	11.3	693%
Reprocessing	0.0	-0.3	
Final Inventory	3.9	7.2	84%

## 2. Direct Human Consumption (DHC):

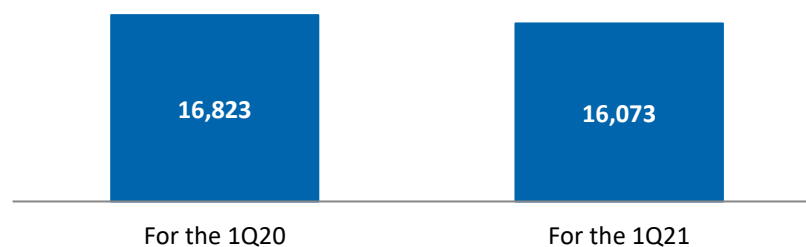
- By means of Ministerial Resolution No. 016-2021-PRODUCE, published on January 19<sup>th</sup>, 2021, the catch limit for horse mackerel was set at 65,410 MT and mackerel at 68,081 MT, applicable to extractive activities for Direct Human Consumption for the period corresponding to 2021. This quota may be modified according to the biological and/or environmental factors estimated by the Instituto del Mar del Perú (Marine Institute of Peru) - IMARPE. As of March 31<sup>st</sup>, 2021, the sector caught 70.7% of the allocated quota for horse mackerel and mackerel, while Exalmar reached a quota share of 19.4%, processing 18,328 MT, being the campaign with the highest quota share for Exalmar.

MT	Horse mackerel and mackerel			
	2018	2019	2020	2021
Horse mackerel and mackerel quota	185,000	273,000	194,000	133,491
Effective Catch of the Sector	80,598	130,982	146,631	94,318
Fishing quota progress	43.6%	48.0%	75.6%	70.7%
Exalmar's Processing	7,438	16,672	25,677	18,328
Exalmar's Quota Share	9.2%	12.7%	17.5%	19.4%

Compiled by author.

- By the end of the first quarter of 2021, the production of the Tambo de Mora Plant was 16,073 MT, a volume similar to the previous year with more presence of horse mackerel in 2020.

### Production in the Tambo de Mora Plant for DHC (MT)



- By the end of the first quarter of 2021, there is an inventory of 5,935 MT (56% horse mackerel, 36% mackerel and the balance of other species), compared to 7,831 MT in 2020.



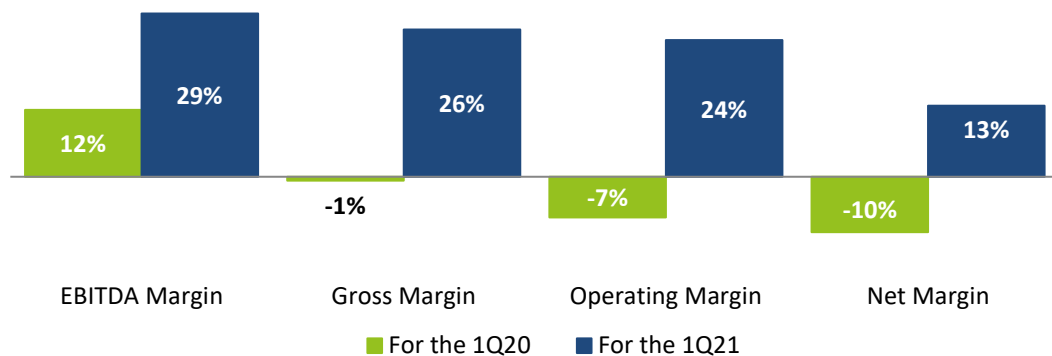
- As of March 31<sup>st</sup>, 2021, USD 0.9 MM were invoiced for DHC services in the plants of Paita and Tambo de Mora, which implies an increase of 8% compared to the 2020 invoicing as of the same date (USD 0.6 MM), due to the low demand for these services as a consequence of the COVID-19 pandemic in 2020.

### 3. Financial information:

- As of March 31st, 2021, sales show an increase of 312%, mainly due to the fact that 98,621 MT more were processed in the first quarter of 2021 than in the same period of 2020; as well as Exalmar's higher quota share in processing during the second season of 2020 (16.3% compared to 14.8% in the second season of 2019). Additionally, by the end of the first quarter of 2021, the sales for DHC increased by 39% compared to the same period of 2020.

USD MM	1Q20	1Q21	For the 1Q20	For the 1Q21	Variation
Sales	32.7	134.7	32.7	134.7	312%
Gross Profit	-0.2	35.2	-0.2	35.2	15392%
Operating Income (*)	-2.4	32.7	-2.4	32.7	1489%
Profit before Tax	-7.2	26.4	-7.2	26.4	465%
Net Profit	-3.2	17.0	-3.2	17.0	628%
EBITDA (**)	3.9	39.0	3.9	39.0	904%

(\*) The operating income does not consider the other income/expenses. (\*\*) EBITDA does not consider other income/expenses as these are non-recurring items, or employee profit sharing.

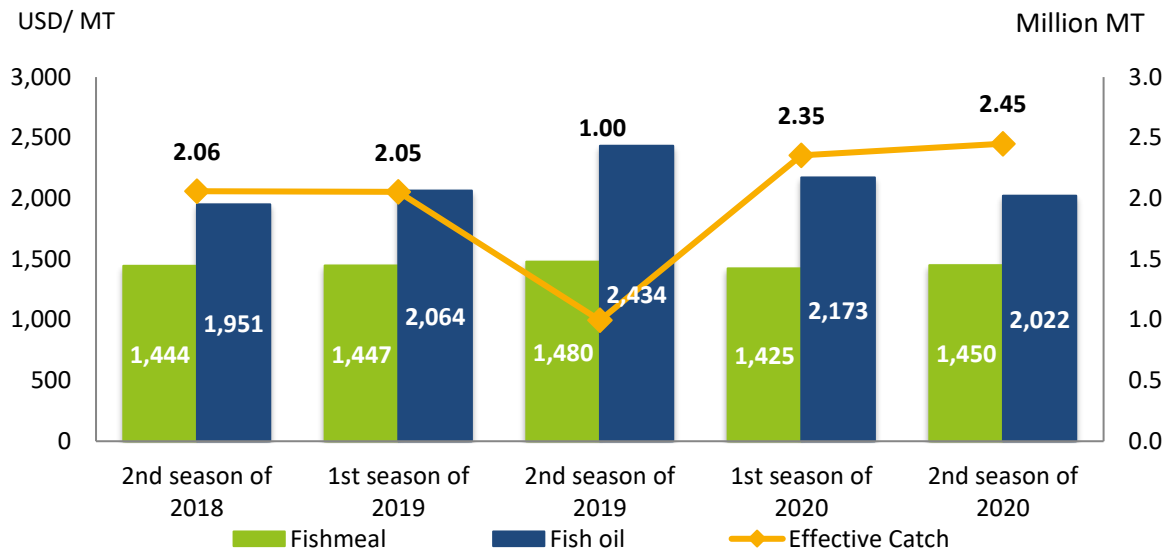


#### 3.1 Sales:

- Total sales increased by 312% compared to the previous year. Sales for IHC increased by 412%, (50.2 thousand tons more than in March 2020), reflecting a strong market demand and a good campaign in the second season of 2020 (86.7% catch). When analyzing the behavior of quotas and prices, these have remained very stable since the second season of 2018; this reflects a stable and strong demand for fishmeal. Additionally, sales of frozen fish (mainly horse mackerel and mackerel) have achieved a 39% increase compared to the same period last year, mainly due to a 19% increase in the average price of frozen products.



### Average selling prices and effective catch



- In the first quarter of 2021, 27.1 thousand MT of fishmeal belonging to the second season of 2020 have been produced (26.7 thousand MT more than the same period of the second season of 2019). As of March 31<sup>st</sup>, 2021, 67.8% of the available fishmeal volume has been sold, remaining an inventory of 31.2 thousand MT to be sold in the first months of the second quarter of 2021.
- As of March 31<sup>st</sup>, 2021, 61.1% of the fish oil volume available for sale has been sold, remaining an inventory of 7.1 thousand MT.



Net Sales – Indirect Human Consumption					
	1Q20	1Q21	For the 1Q20	For the 1Q21	Variation
<b>Fishmeal</b>					
MT	15,376	65,564	15,376	65,564	326%
USD/MT	1,352	1,446	1,352	1,446	7%
<b>Total Fishmeal Sales (thousand USD)</b>	<b>20,789</b>	<b>94,794</b>	<b>20,789</b>	<b>94,794</b>	<b>356%</b>
% of Total Sales	64%	70%	64%	70%	
<b>Fish oil</b>					
MT	1,424	11,291	1,424	11,291	693%
USD/MT	2,191	2,135	2,191	2,135	-3%
<b>Total Fish Oil Sales (thousand USD)</b>	<b>3,120</b>	<b>24,108</b>	<b>3,120</b>	<b>24,108</b>	<b>673%</b>
% of Total Sales	10%	18%	10%	18%	
<b>Anchovy</b>					
MT	-	576	-	576	0%
USD/MT	-	216	-	216	0%
<b>Total Anchovy (thousand USD)</b>	<b>-</b>	<b>124</b>	<b>-</b>	<b>124</b>	<b>0%</b>
% of Total Sales	0%	0%	0%	0%	
<b>Quota rent (thousand USD)</b>	<b>-</b>	<b>3,456</b>	<b>-</b>	<b>3,456</b>	<b>0%</b>
% of Total Sales	0%	3%	0%	3%	
<b>TOTAL INDIRECT HUMAN CONSUMPTION</b>	<b>23,909</b>	<b>122,483</b>	<b>23,909</b>	<b>122,483</b>	<b>412%</b>
% of Total Sales	73%	91%	73%	91%	

Net Sales – Direct Human Consumption					
	1Q20	1Q21	For the 1Q20	For the 1Q21	Variation
<b>Fresh Fish</b>					
<b>Total Fresh Fish (thousand USD)</b>	<b>69</b>	<b>76</b>	<b>69</b>	<b>76</b>	<b>10%</b>
% of Total Sales	0%	0%	0%	0%	
<b>Services – DHC</b>					
<b>Total Services (thousand USD)</b>	<b>560</b>	<b>925</b>	<b>560</b>	<b>925</b>	<b>65%</b>
% of Total Sales	2%	1%	2%	1%	
<b>Frozen Products</b>					
MT	10,178	11,317	10,178	11,317	15%
USD/MT	800	986	800	986	19%
<b>Total Frozen Products (thousand USD) (*)</b>	<b>8,140</b>	<b>11,155</b>	<b>8,140</b>	<b>11,155</b>	<b>37%</b>
% of Total Sales	25%	8%	25%	8%	
<b>Others (thousand USD)</b>	<b>11</b>	<b>59</b>	<b>11</b>	<b>59</b>	<b>413%</b>
% of Total Sales	0%	0%	0%	0%	
<b>TOTAL DIRECT HUMAN CONSUMPTION</b>	<b>8,781</b>	<b>12,214</b>	<b>8,781</b>	<b>12,214</b>	<b>39%</b>
% of Total Sales	27%	9%	27%	9%	
<b>TOTAL</b>	<b>32,690</b>	<b>134,697</b>	<b>32,690</b>	<b>134,697</b>	<b>312%</b>

(\*) Horse mackerel and mackerel are mainly included.

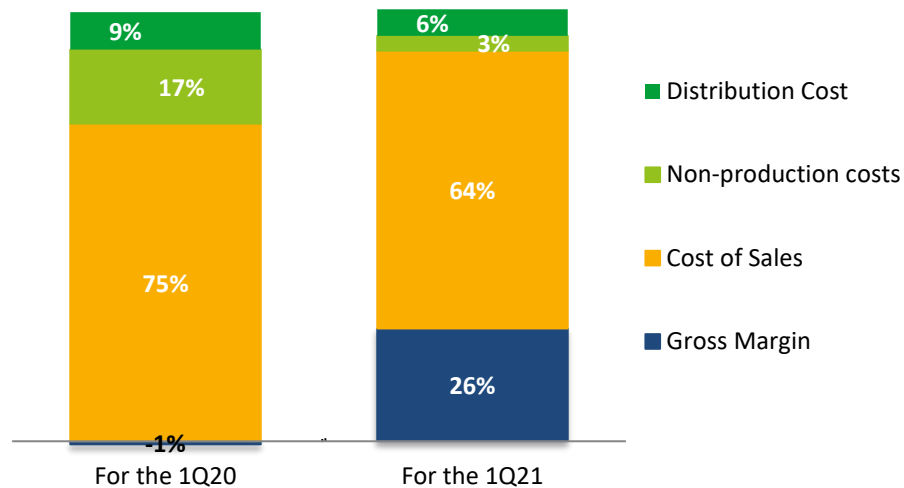


### 3.2 Gross Profit:

USD MM	1T20	1T21	AI 1T20	AI 1T21	Variación
Sales	32.7	134.7	32.7	134.7	312%
Cost of Sales	24.4	86.6	24.4	86.6	255%
Non-production costs	5.7	4.7	5.7	4.7	-18%
Distribution Cost (*)	2.9	8.3	2.9	8.3	188%
Gross Profit	-0.2	35.2	-0.2	35.2	-
<b>% of Sales</b>					
Gross Margin	-1%	26%	-1%	26%	
Cost of Sales	75%	64%	75%	64%	
Non-production costs	17%	3%	17%	3%	
Distribution Cost	9%	6%	9%	6%	

(\*) Selling expenses based on accounting standards (IFRS 15) are now recorded as Distribution Costs on a Gross Profit level.

- By the end of the first quarter of 2021, sales increased by 312% and gross profit was USD 35.4 MM higher than the same period of the previous year, as a result of higher volumes processed (98.6 thousand MT more than the previous year) and higher efficiency in extraction cost, mainly due to an adequate resource distribution to the plants.
- Additionally, distribution cost increased by USD 5.4 MM compared to the first quarter of 2020, due to higher sales volumes (326% increase in fishmeal sales volume).







USD MM	1Q20	1Q21	For the 1Q20	For the 1Q21	Variation
<b>Sales</b>	<b>32.7</b>	<b>134.7</b>	<b>32.7</b>	<b>134.7</b>	<b>312%</b>
IHC	23.9	122.5	23.9	122.5	412%
DHC	8.8	12.2	8.8	12.2	39%
<b>Cost of Sales</b>	<b>24.4</b>	<b>86.6</b>	<b>24.4</b>	<b>86.6</b>	<b>255%</b>
IHC	21.1	83.0	21.1	83.0	293%
DHC	3.2	3.6	3.2	3.6	10%
<b>Non-production costs</b>	<b>5.7</b>	<b>4.7</b>	<b>5.7</b>	<b>4.7</b>	<b>-18%</b>
IHC	4.2	3.0	4.2	3.0	-29%
DHC	1.4	1.7	1.4	1.7	14%
<b>Distribution Cost</b>	<b>2.9</b>	<b>8.3</b>	<b>2.9</b>	<b>8.3</b>	<b>188%</b>
IHC	1.5	6.7	1.5	6.7	346%
DHC	1.4	1.6	1.4	1.6	14%
<b>Gross Profit</b>	<b>-0.2</b>	<b>35.2</b>	<b>-0.2</b>	<b>35.2</b>	<b>15372%</b>
IHC	-2.9	29.7	-2.9	29.7	1109%
DHC	2.7	5.4	2.7	5.4	100%

% of Sales	1Q20	1Q21	For the 1Q20	For the 1Q21
<b>Cost of Sales</b>	<b>75%</b>	<b>64%</b>	<b>75%</b>	<b>64%</b>
IHC	88%	68%	88%	68%
DHC	37%	29%	37%	29%
<b>Non-production costs</b>	<b>17%</b>	<b>3%</b>	<b>17%</b>	<b>3%</b>
IHC	18%	2%	18%	2%
DHC	16%	14%	16%	14%
<b>Distribution Cost</b>	<b>9%</b>	<b>6%</b>	<b>9%</b>	<b>6%</b>
IHC	6%	5%	6%	5%
DHC	16%	13%	16%	13%
<b>Gross Margin</b>	<b>-1%</b>	<b>26%</b>	<b>-1%</b>	<b>26%</b>
IHC	-12%	24%	-12%	24%
DHC	31%	44%	31%	44%

### 3.3 Cost of Sales:

- Cost of sales for IHC represented 68% of its sales, showing an improved performance compared to the same period of 2020, which was 88%. The cost of sales per unit for fishmeal decreased by 8% compared to the same period of the previous year, due to the production of 26,714 tons more compared to that of March 31<sup>st</sup>, 2020, as a result of favorable conditions for the biomass and the sea, as well as a higher processing quota share.



	Cost of sales for IHC		
	For the 1Q20	For the 1Q21	Variation
Initial Inventory	53,603	83,286	55%
Total Cost of Production	550	34,029	6084%
Final Inventory for IHC	33,018	39,156	19%
Other related costs	0	4,872	-
<b>COST OF SALES FOR IHC</b>	<b>21,135</b>	<b>83,032</b>	<b>300%</b>

- The total cost of production is represented by the costs of extraction, purchase to third parties and processing costs.

1. Costs of Extraction

By the end of the first quarter of 2021, the cost of anchovy extraction per MT increased by 9% compared to the previous year. The increase is mainly due to the fact that Exalmar caught 54,234 MT more as of March 31st, 2021 than in the same period of 2020 (The second season of 2019 had only 3 days of production in 2020, in 2021 there were 25 days of production in the second season of 2020). The second season of 2020 had better fishing efficiencies, due to the high concentration of anchoveta, fewer juveniles, resulting in fewer closed areas, a drop in the international oil price and a reduction in maintenance costs per ton.

	Costs of own extraction		
	For the 1Q20	For the 1Q21	Variation
Own catch (MT)	129	54,363	42133%
Cost of own catch (thousand USD)	17	7,694	45778%
<b>USD/MT</b>	<b>130.3</b>	<b>141.5</b>	<b>9%</b>
Depreciation	5	1,326	
Dep/ MT	36.7	24.4	-33%
<b>USD/MT (without depreciation)</b>	<b>93.6</b>	<b>117.1</b>	<b>25%</b>
<b>Detail:</b>			
Personnel	2	3,457	
Personnel /MT	14.8	63.6	330%
Maintenance	2	928	
Maintenance /MT	17.8	17.1	-4%
Fuel	5	923	
Fuel /MT	41.0	17.0	-59%
Others	3	1,061	
Others /MT	20.0	19.5	-3%



## 2. Purchase of Raw Material

By the end of the first quarter of 2021, the volume of anchoveta purchased to third parties represented 46% of the total volume processed. The cost per MT of purchase to third parties regarding the sales price of fishmeal represented 22.9% and 2611% more anchoveta was purchased to third parties.

	Costs of purchase to third parties		
	For the 1Q20	For the 1Q21	Variation
Purchase to third parties (MT)	1,722	46,686	2611%
Cost of purchase to third parties (thousand USD)	263	15,485	5792%
<b>% over the volume of fishmeal processed</b>	93%	46%	

## 3. Processing Costs

By the end of the first quarter of 2021, the processing cost per MT with no depreciation or raw material cost decreased by 18% compared to the previous year, as a result of a drop in the international oil price and higher processing levels (7080% more compared to the same period of 2020).

	Processing Costs		
	For the 1Q20	For the 1Q21	Variation
Fishmeal and Fish Oil Processing MT	446	31,990	7080%
Processing cost (thousand USD)	271	10,850	3909%
<b>USD/MT</b>	607.4	339.2	-44%
Depreciation	107	1,280	1093%
Dep/ MT	241	40	-83%
<b>USD/MT (with no depreciation)</b>	366.6	299.1	-18%
<b>Detail:</b>			
Personnel	57	1,363	
Personnel /MT	127.1	42.6	-66%
Maintenance	4	465	
Maintenance /MT	9.1	14.6	60%
Fuel	52	1,725	
Fuel/MT	117.7	53.9	-54%
Inspections and analysis	0	368	
Inspections and analysis/MT	0.3	11.5	3557%
Direct Costs	10	543	
Direct Costs/MT	22.2	17.0	-23%
Basic services (*)	21	402	
Basic services/MT	47.9	12.6	-74%
Others	19	4,703	
Others/MT	42.3	147.0	247%

(\*) Electric power represents 50% of basic services.



### 3.4 Non-production costs:

- "Non-production costs" refer to expenses incurred during non-production/operation times, both in plants and on vessels, during fishing seasons.
- Non-production costs decreased by 18% compared to the previous year, due to a higher efficiency and better resource distribution, mainly explained by the low levels of juveniles in the fishery, which made possible a second season in 2020 without stoppages and, therefore, a continuous extraction operation.

USD MM	For the 1Q20	For the 1Q21	Variation
Fleet non-production cost	0.3	1.2	353%
Plant non-production cost	3.4	1.3	-62%
Non-production costs for DHC	2.0	2.2	8%
<b>Non-production costs</b>	<b>5.7</b>	<b>4.7</b>	<b>-18%</b>

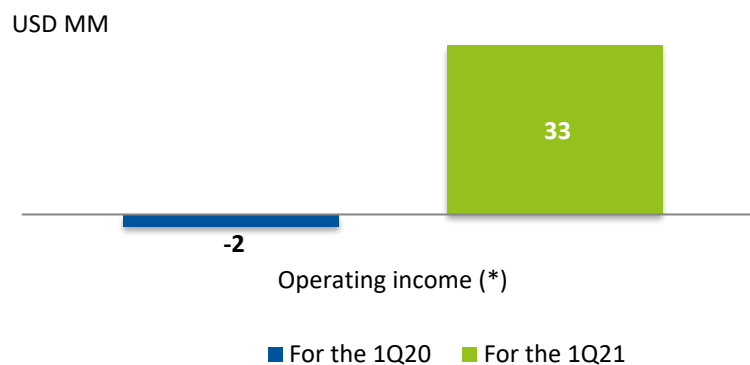
### 3.5 Administrative Expenses:

- As of March 31<sup>st</sup>, 2021, administrative expenses increased by USD 0.8 MM compared to the previous year, mainly due to extraordinary expenses in the first quarter of 2021.

USD MM	1Q20	1Q21	For the 1Q20	For the 1Q21	Variation
Administrative Expenses	2.1	2.9	2.1	2.9	37%

### 3.6 Operating Income (\*):

- By the end of the first quarter of 2021, operating income compared to its sales represented 24%, while in the same period of 2020 it represented -2%, an increase of USD 35.0 MM compared to the previous year, as a result of higher volumes of raw material processed and favorable conditions of the biomass and sea.



(\*) Operating income does not include other income/expenses.



### 3.7 Financial Expenses:

- By the first quarter of 2021, the net financial expenses compared to its sales represented 3%, while in the same period of 2020 it represented 11%, despite the fact that as of March 31<sup>st</sup>, 2020 there was extraordinary financial income that was not generated in the same period of 2021.

USD MM	1Q20	1Q21	For the 1Q20	For the 1Q21	Variation
Financial Income	0.6	0.0	0.6	0.0	-98%
Financial Expenses	4.3	4.4	4.3	4.4	3%
<b>Net Financial Expenses</b>	<b>-3.7</b>	<b>-4.4</b>	<b>-3.7</b>	<b>-4.4</b>	<b>20%</b>
% of Sales	11%	3%	11%	3%	

### 3.8 Net Profit:

- By the end of the first quarter of 2021, the net profit margin was 13% compared to -10% for the same period in 2020. As of March 31<sup>st</sup>, 2021, net profit was USD 20.2 MM higher than in 2020 for the same period.

### 3.9 Indebtedness:

- By the end of the first quarter of 2021, total net debt was USD 231.6 MM, decreasing by 15% compared to the previous year (USD 272.0 MM in 2020). Long-term debt (current and non-current portion) was USD 149.9 MM (11% lower than in 2020), of which USD 3.1 MM corresponds to leasing operations. Short-term debt was USD 85.9 MM, 25% lower than that required in the same period of the previous year and composed of 68% guaranteed debt with fishmeal and fish oil. Likewise, unsecured short-term debt decreased by USD 54.9 MM compared to the first quarter of 2020, due to last year's good fishing campaigns.

Debt Position			
USD MM	For the 1Q20	For the 1Q21	%
<b>Short-term debt</b>	<b>115.1</b>	<b>85.9</b>	<b>-25%</b>
<b>Long-term debt</b>	<b>169.1</b>	<b>149.9</b>	<b>-11%</b>
Current portion	20.0	19.5	-2%
Non-current portion	149.1	130.4	-13%
<b>Total Debt</b>	<b>284.2</b>	<b>235.8</b>	<b>-17%</b>
Cash	12.2	4.2	-66%
<b>NET DEBT</b>	<b>272.0</b>	<b>231.6</b>	<b>-15%</b>



USD MM	For the 1Q20	For the 1Q21
<b>Short-Term Debt</b>	<b>115.1</b>	<b>85.9</b>
<b>Cash</b>	<b>12.2</b>	<b>4.2</b>
<b>Credit balance to Exporter</b>	<b>1.5</b>	<b>8.5</b>
<b>Net Trade Accounts Receivable</b>	<b>13.1</b>	<b>38.2</b>
<b>Valued Inventory (USD)</b>	<b>43.9</b>	<b>62.2</b>
Fishmeal Stock (thousand MT)	21.5	31.2
Fish Oil Stock (thousand MT)	3.9	7.2
DHC Stock (thousand MT)	7.8	5.9
Fishmeal Valued Inventory (*)	31.8	45.2
Fish Oil Valued Inventory (*)	9.5	14.5
DHC Inventory (**)	2.6	2.5
<b>Accounts receivable + Inventory + Cash + Credit balance to Exporter</b>	<b>70.8</b>	<b>113.1</b>
<b>Short-term debt coverage</b>	<b>61%</b>	<b>132%</b>

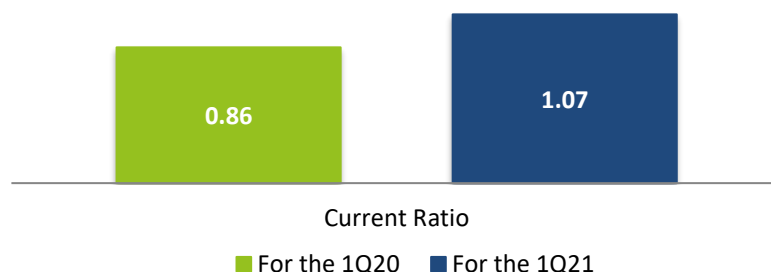
(\*) Valued according to the average selling prices of closed contracts. (\*\*) Valued according to inventory costs.

- The guaranteed debt with warrants is self-liquidating, as it is linked to collections. By the end of the first quarter of 2021 our current liquid assets, shown in the table above, amounted to USD 113.1 MM, of which 4% is cash, 34% corresponds to trade accounts receivables and 55% to inventories; which support the total short-term debt amounted to USD 85.9 MM and includes USD 27.4 MM of unsecured working capital debt.

### 3.10 Financial indicators:

- Liquidity:**

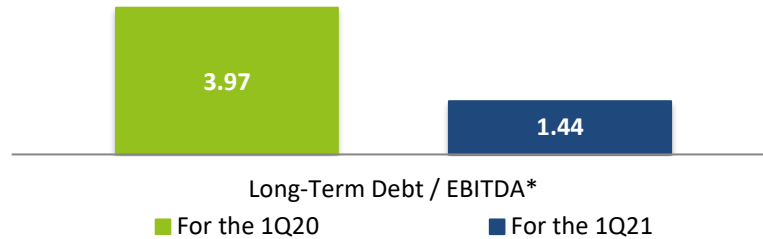
The current ratio (current assets / current liabilities) increased by 0.21pp compared to the previous year, as a result of a 9% increase in current assets, mainly due to an additional USD 25.1 MM of trade accounts receivable at the end of the first quarter of 2021, compared to the same period in 2020. Additionally, current liabilities decreased by 12%, mainly due to the decrease of USD 29.2 MM in short-term debt.





- **Long-Term Debt/ LTM EBITDA:**

As of March 31<sup>st</sup>, 2021, LTM EBITDA increased by 144% compared to the same period in 2020, mainly related to higher processing levels. Additionally, long-term debt decreased by USD 19.2 MM, mainly due to repayments of syndicated financing. This finally impacted the ratio in the first quarter of 2021, which decreased by 64%, compared to the same period of the previous year.



(\*) EBITDA is considered for the last 12 months.

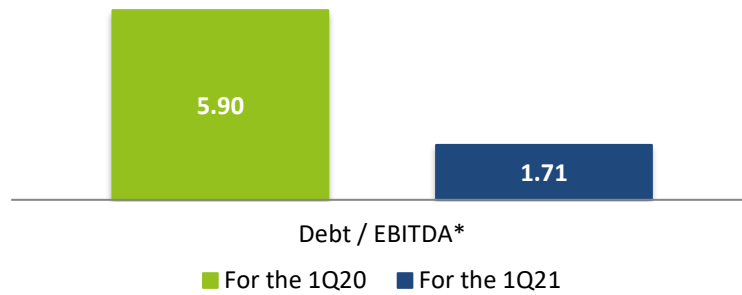
- **Profitability:**

By the end of the first quarter of 2021, profitability ratios are higher than those of the same period in 2020, mainly due to a USD 38.8 MM increase in net profit for the last twelve months.

Profitability Position (LTM)		
	For the 1Q20	For the 1Q21
ROE	-1.2%	13.3%
ROA	-0.6%	7.8%
Net Profit Margin	-1.3%	9.6%

- **Financial Debt (Without Warrant) /LTM EBITDA:**

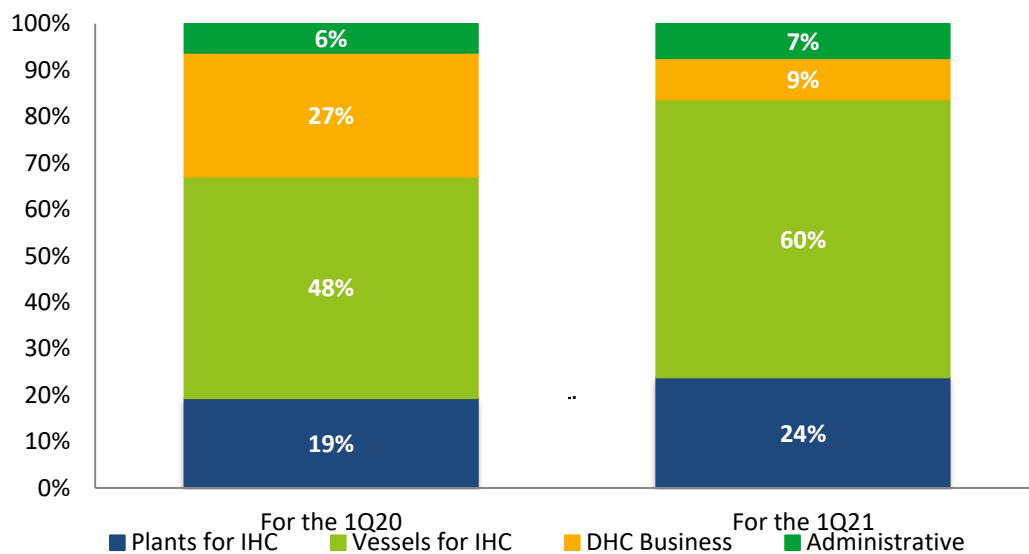
The Financial Debt/LTM EBITDA ratio excludes short-term debt financed with a warrant, in accordance with the definitions in the current syndicated loan. By the end of the first quarter of 2021, the indicator was 1.71x, while for the same period in 2020 it was 5.90x, as a result of a USD 61.2 MM increase in EBITDA for the last twelve months, from USD 42.6 MM to USD 103.7 MM (+144%) and a decrease in unsecured short-term debt by USD 54.9 MM and long-term debt due to repayments of USD 19.2 MM, mainly as a result of installments on the syndicated loan.



(\*) EBITDA is considered for the last 12 months.

### 3.11 CAPEX:

- Regarding CAPEX, by the end of the first quarter of 2021, investments of USD 3.1 MM (USD 1.1 MM at the same period of 2020) have been made, mainly destined to plants and vessels for IHC.

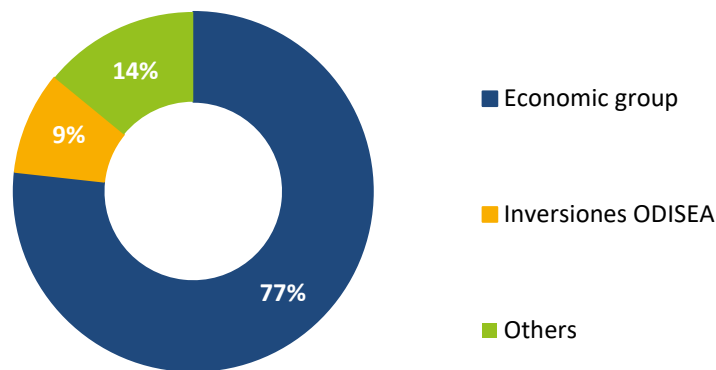






#### 4. Share capital, shareholder structure and share price development:

- As of March 31<sup>st</sup>, 2021, the Company's fully subscribed and paid-up capital amounted to S/ 295'536,144, divided into 295'536,144 voting common shares with a nominal value of S/ 1.00 each. All shares confer on their owners the same rights and obligations.
- The company's shares are listed on the Bolsa de Valores de Lima (Lima Stock Exchange). As of March 31<sup>st</sup>, 2021, the market value of the 295'536,144 shares was S/ 1.50 per share, while as of December 31<sup>st</sup>, 2020 it was S/ 0.99.



#### 5. Other Relevant Facts:

- On February 25<sup>th</sup>, 2021, the Mandatory Annual Shareholders' Meeting of the Company was called to be held remotely on March 30<sup>th</sup>, 2021.
- On March 30<sup>th</sup>, the Mandatory Annual Shareholders' Meeting was held remotely, at which it was agreed the following:
  - Approval of Pesquera Exalmar S.A.A.'s Financial Statements and Annual Report 2020.
  - Application of Profits, for an amount of USD 15 million.
  - Delegation to the Board of Directors for the Appointment of External Auditors for 2021.
  - Appointment of the Board of Directors for 2021 and setting of their remuneration.
  - Granting of powers for formalizing agreements.
- On March 20<sup>th</sup>, the dates agreed by the Board of Directors for the distribution or application of profits were announced. The dividend per share will be USD 0.05075521 with a total of 295,536,144 shares. The agreed record date is May 10<sup>th</sup> and the delivery date is May 13<sup>th</sup>, 2021.
- On April 23<sup>rd</sup>, the opening of the first fishing season of 2021 was authorized
  - The fishing quota allocated for the season is 2'509,000 metric tons, according to the recommendations of IMARPE, which noted a biomass equivalent to 9'881,000 metric tons in its report "Situación del stock norte-centro de la anchoveta peruana (Engraulis Ringens) al mes de abril del 2021 y perspectivas de explotación para la primera temporada de pesca del año" (Situation of the North Central stock of Peruvian anchoveta (Engraulis Ringens) as of April 2021 and prospects for exploitation during the first fishing season of the year).



- As of April 23<sup>rd</sup>, with a maximum term of 10 calendar days, the execution of an exploratory fishing was authorized in order to have updated information on the main biological fishing aspects of the North Central stock of anchoveta. Subsequently, the first fishing season of 2021 will begin, notwithstanding that, as a result of the exploratory fishing, IMARPE recommends establishing, among others, total or partial protection measures for the juvenile fish stock, as appropriate.
- This season will end once the Total Allowable Catch for the North Central Zone (TAC North Central) has been reached, or otherwise, when IMARPE recommends it due to environmental or biological circumstances.