



**PRESS RELEASE**  
Lima, October 28, 2021

## EXALMAR RELEASES RESULTS AS AT THIRD QUARTER 2021

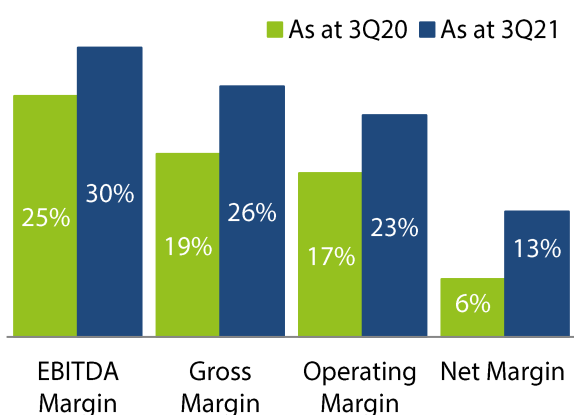
- As at September 30, 2021, sales increased by 55% and EBITDA by 87%, mainly due to a higher effective catch in the second season of 2020 and first season of 2021, which allowed higher volumes of processing than same period of previous year).
- EBITDA in the last twelve months reached US \$ 120 MM, the highest level obtained by the company in its entire history.

### Catch Volumes

- The year 2021 will include in the financial statements of the companies in the sector an effective quota around 4,913 thousand MT, corresponding to the catch of second season 2020 and first season 2021. In 2020, an effective catch of 3,350 thousand MT was included.

Thousand MT	2021		
	2 <sup>st</sup> Season 2020	1 <sup>st</sup> Season 2021	Total
N-C Quota	2,780	2,509	5,289
Effective Catch of the Sector	2,451	2,462	4,913
Sector quota advance	89.5%	98.1%	
Participation of Exalmar	16.3%	16.6%	
Season	12/11- 25/01	23/04- 13/08	

### Profit Margins



### Sales

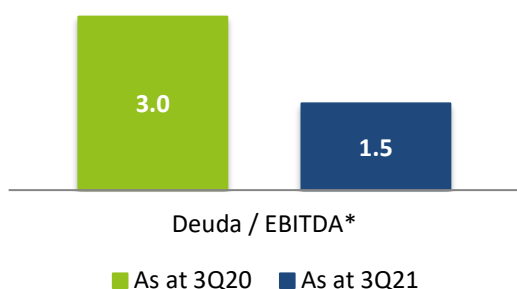
- Sales increased 55%, due to higher initial stocks at the beginning of the year and higher processing volumes compared to the same period of the previous year, as well as stable demand in the markets that have allowed fishmeal and fish oil prices to be stable despite the quota levels.
- Likewise, the increase in CHD sales (+ 21%) contributed, as a consequence of the 20% rise in the price of frozen products.

Million US\$	As at 3Q20	As at 3Q21	Var
Sales	236	366	55%
Gross profit	46	96	110%
Operating profit	39	86	121%
Net profit	15	467	205%
EBITDA	59	111	87%



### DEBT / EBITDA ratio

- The indicator improved from 3.0x to 1.5x compared to the same period of the previous year, as a consequence of an increase of last twelve months EBITDA by US\$ 53 MM and a lower long term debt by 6%.



(\*) Debt does not include short-term debt backed by fishmeal warrants. EBITDA of the last 12 months is considered.

### Indebtedness levels

- Total debt was US\$ 189 MM, reducing 14% comparing to the same period of 2020, while long term debt reduced by 6%.
- In June, a syndicated loan agreement was signed for an amount of US \$ 148 MM, which was used mainly for a Tender Offer of 97% of the bonds and to pay the balance of the syndicated loan taken in 2019.
- There are current assets to be realized of US\$ 109 MM, which cover the short-term debt by 160%.

Million US\$	As at 3Q20	As at 3Q21
<b>Short-term Debt</b>	<b>67</b>	<b>68</b>
<b>Long-term Debt</b>	<b>159</b>	<b>149</b>
Current Part	20	15
Non-current Part	140	135
<b>Total Debt</b>	<b>227</b>	<b>218</b>
Cash	6	28
<b>NET DEBT</b>	<b>221</b>	<b>189</b>

### About Pesquera Exalmar S.A.A.

Pesquera Exalmar S.A.A. is a leading company in the fishing sector. With 29 years of experience, it participates in the catch, processing and commercialization of quality marine products with high protein value. By the end of the first fishing season of 2021, it had 17% of participation in the industry, placing it as the third company in fishmeal and fish oil processing, in a country which has been consolidated as the first producer and exporter of fishmeal and fish oil worldwide.

If you want to know more about Pesquera Exalmar SAA, we invite you to visit our website: [www.exalmar.com.pe](http://www.exalmar.com.pe).