

The X Evolution

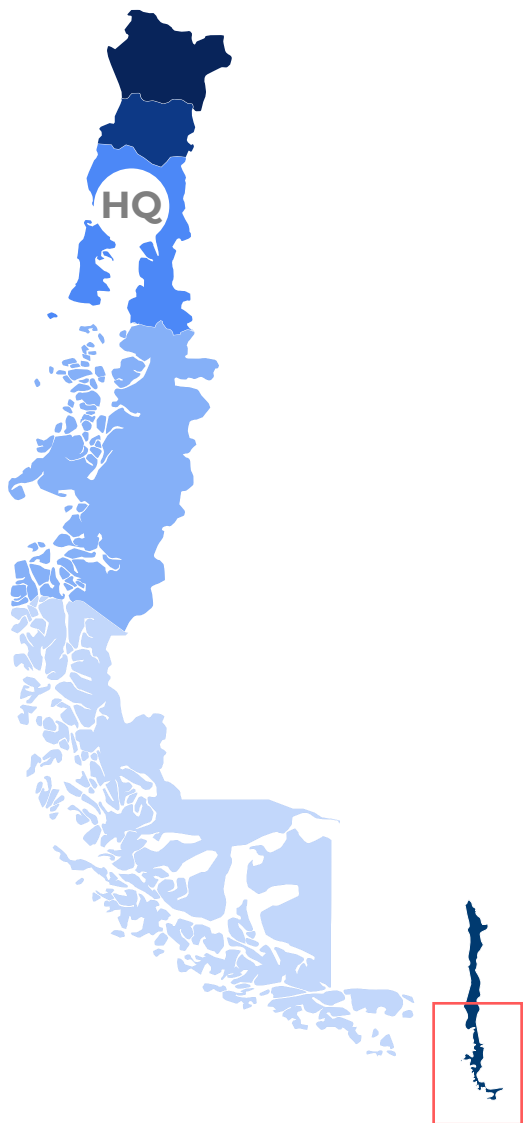
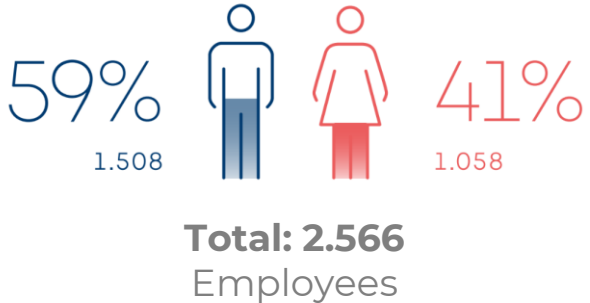
José Ramón Gutiérrez del Pedregal
CFO

North Atlantic Seafood Forum
June 2022

MULTI X



Multi X at a Glance - 2021



98
TH TON WFE
HARVEST VOLUME

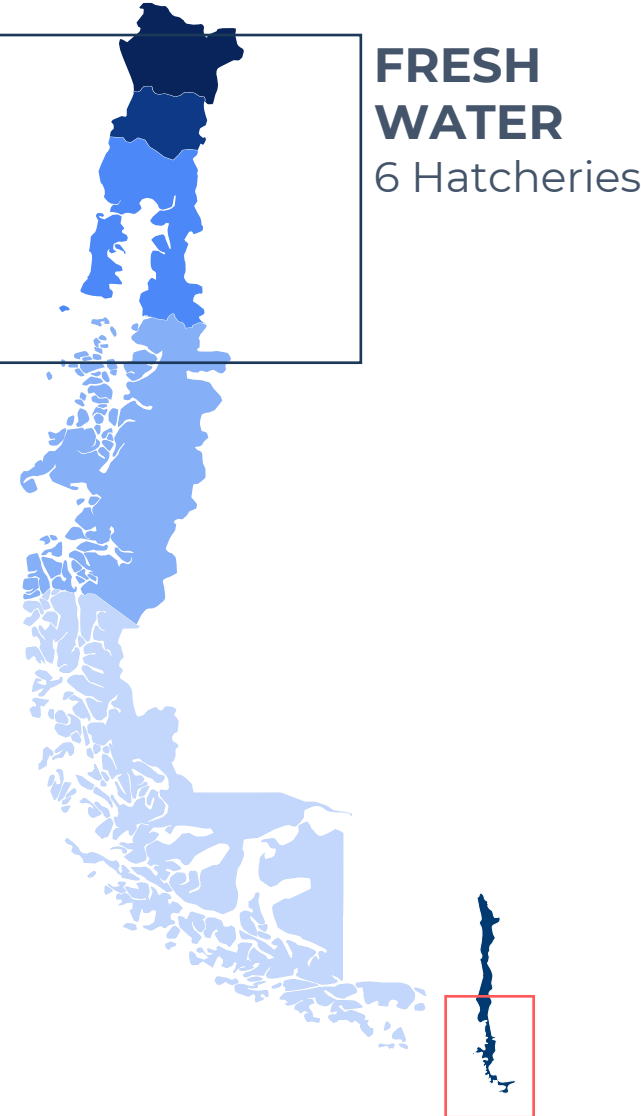
\$634
MM USD
REVENUES

\$73
MM USD
OPERATIONAL EBIT



B O L S A
SANTIAGOX

Multi X at a Glance - 2021



98
TH TON WFE
HARVEST VOLUME

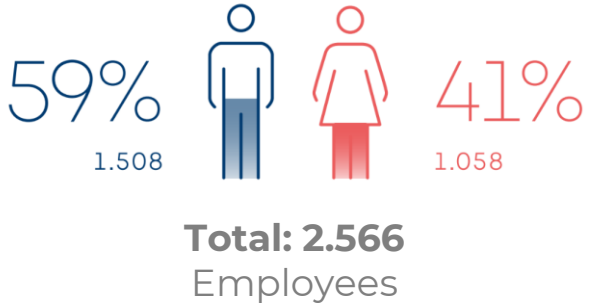
\$634
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B O L S A
SANTIAGOX

Multi X at a Glance - 2021



- TOP 1** PRODUCER OF SMOKED PRODUCTS IN CHILE
- TOP 2** PRODUCER OF ATLANTIC SALMON IN CHILE
- TOP 6** PRODUCER OF ATLANTIC SALMON WORLDWIDE



B O L S A
SANTIAGO

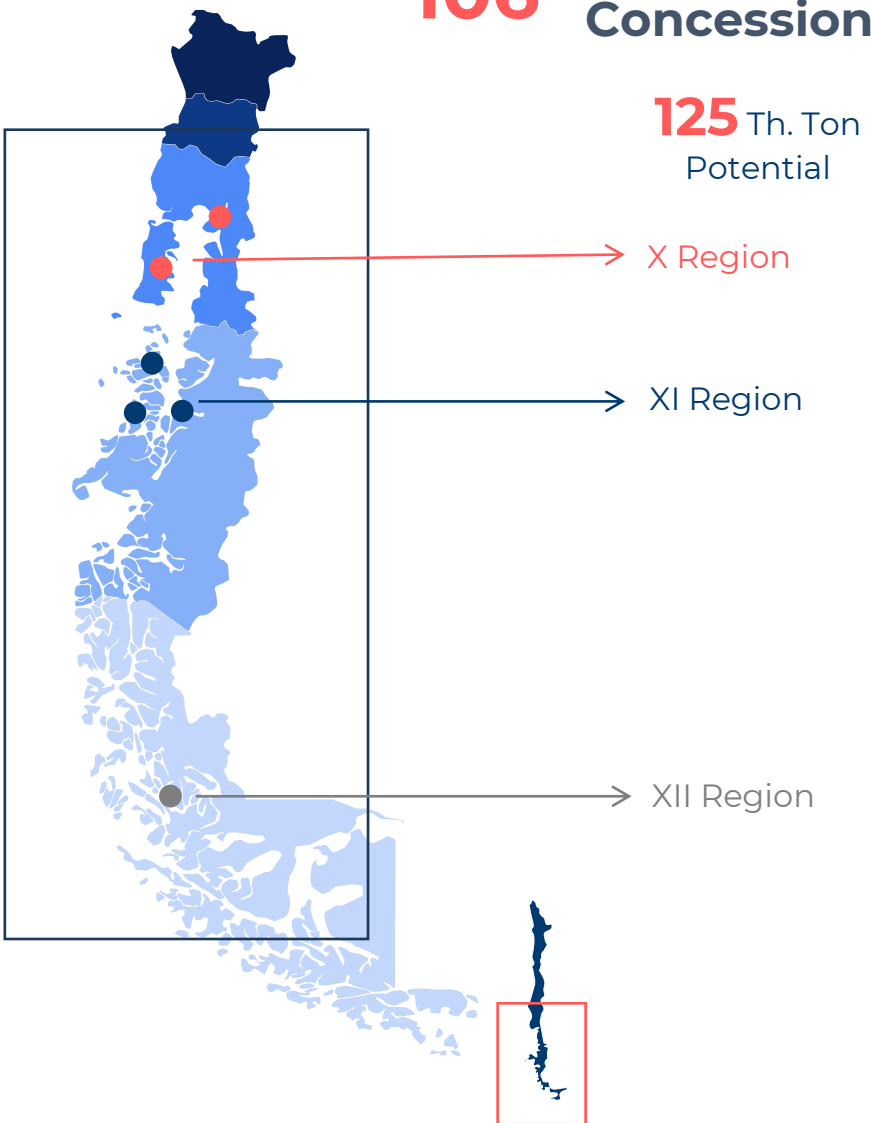
98
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106 SEA WATER Concessions



Multi X at a Glance - 2021



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B O L S A
SANTIAGOX

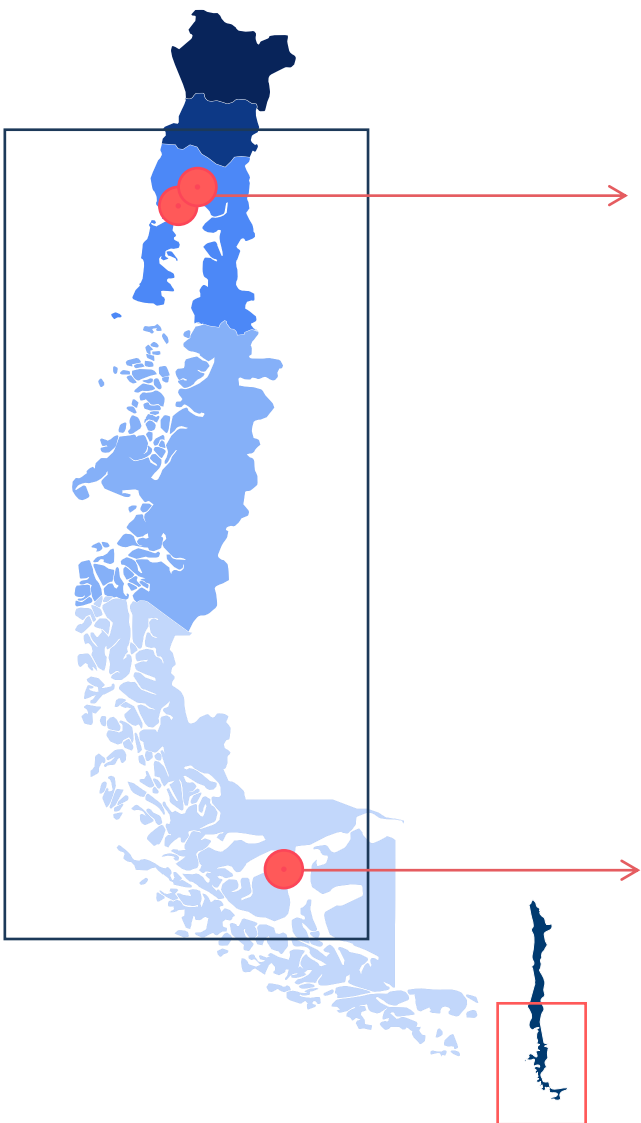
98
TH TON WFE
HARVEST VOLUME

\$634
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3 Processing Plants



CARDONAL

Fresh & Frozen
Cap: 85.000 tons WFE

Smoked
Cap: 7.500 tons WFE

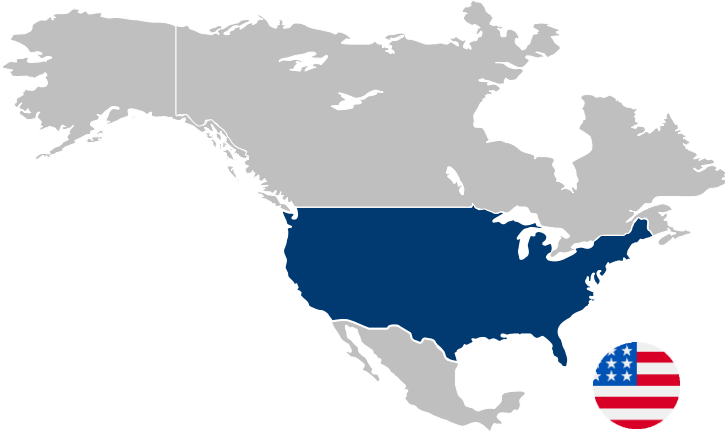
Puerto Montt, Chile

ENTREVIENTOS

Fresh & Frozen
Cap: 65.000 tons WFE

Punta Arenas, Chile

Multi X at a Glance - 2021



Multi X USA
(Sales & Distribution)

98
TH TON WFE
HARVEST VOLUME

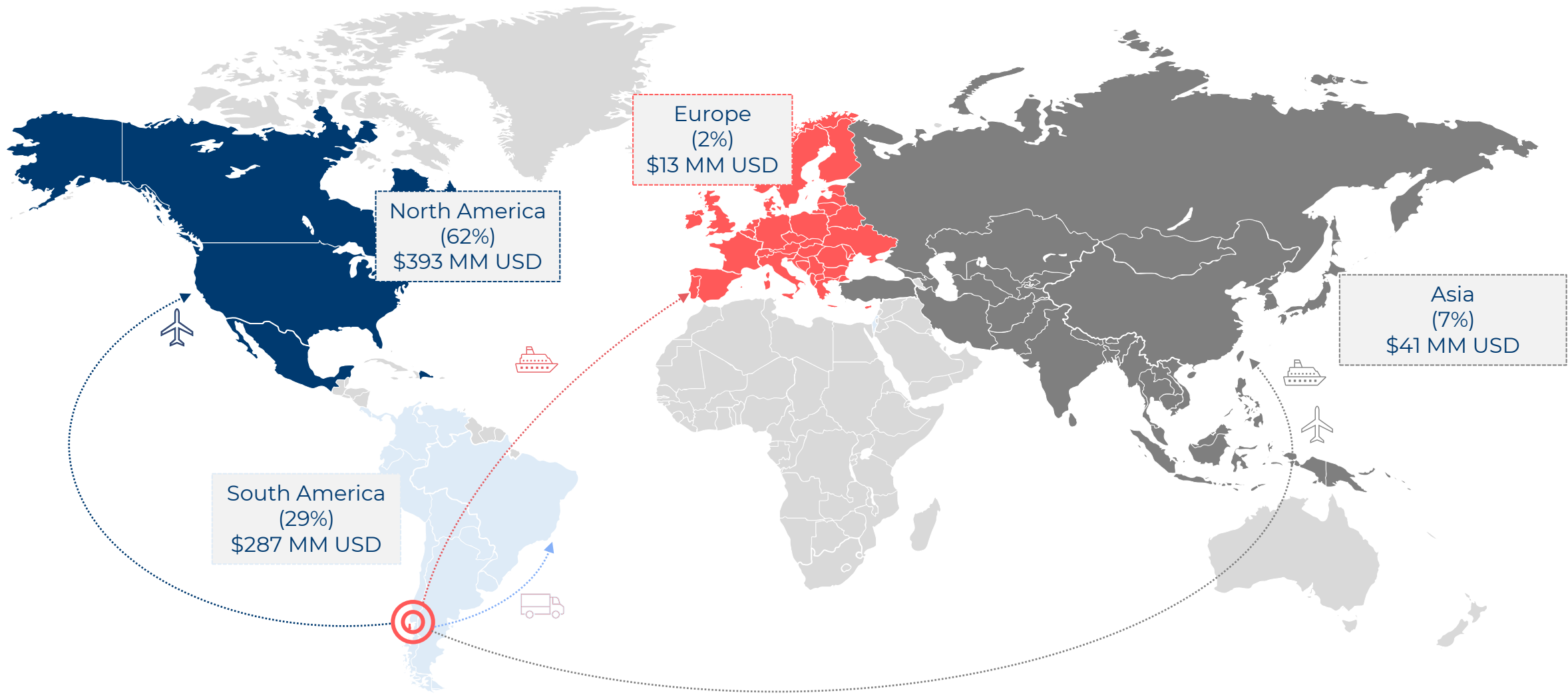
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B O L S A
SANTIAGOX

Multi X Sales 2021



World Health Organization Declares COVID-19 a 'Pandemic.' Here's What That Means

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News Opinion Sport Culture Lifestyle More

Coronavirus What is Covid-19?

The new coronavirus has affected more than 425,000 people across the globe, causing more than 18,000 fatalities

npr NEWS CULTURE MUSIC PODCASTS & SHOWS SEARCH

Goats and Soda STORIES OF LIFE IN A CHANGING WORLD

Coronavirus: COVID-19 Is Now Officially A Pandemic, WHO Says



World Bank Group Announces Up to \$12 Billion in Support for COVID-19 Country Response



UN Refugee Agency steps up COVID-19 preparedness, prevention and response measures

The Vox guide to navigating the coronavirus crisis

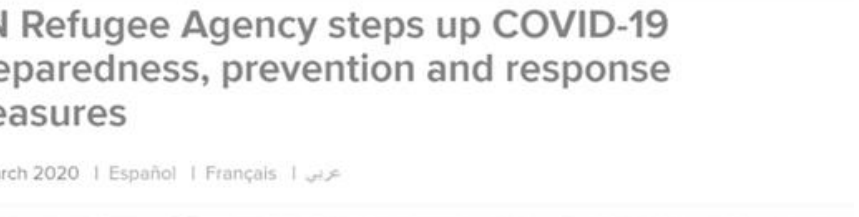
12 things everyone needs to know about the coronavirus pandemic

- Everything you need to know about making your own face mask
- How to manage anxiety during a pandemic
- 7 coronavirus cleaning questions, answered by an expert
- Talking to kids about coronavirus

Coronavirus confirmed as pandemic by World Health Organization

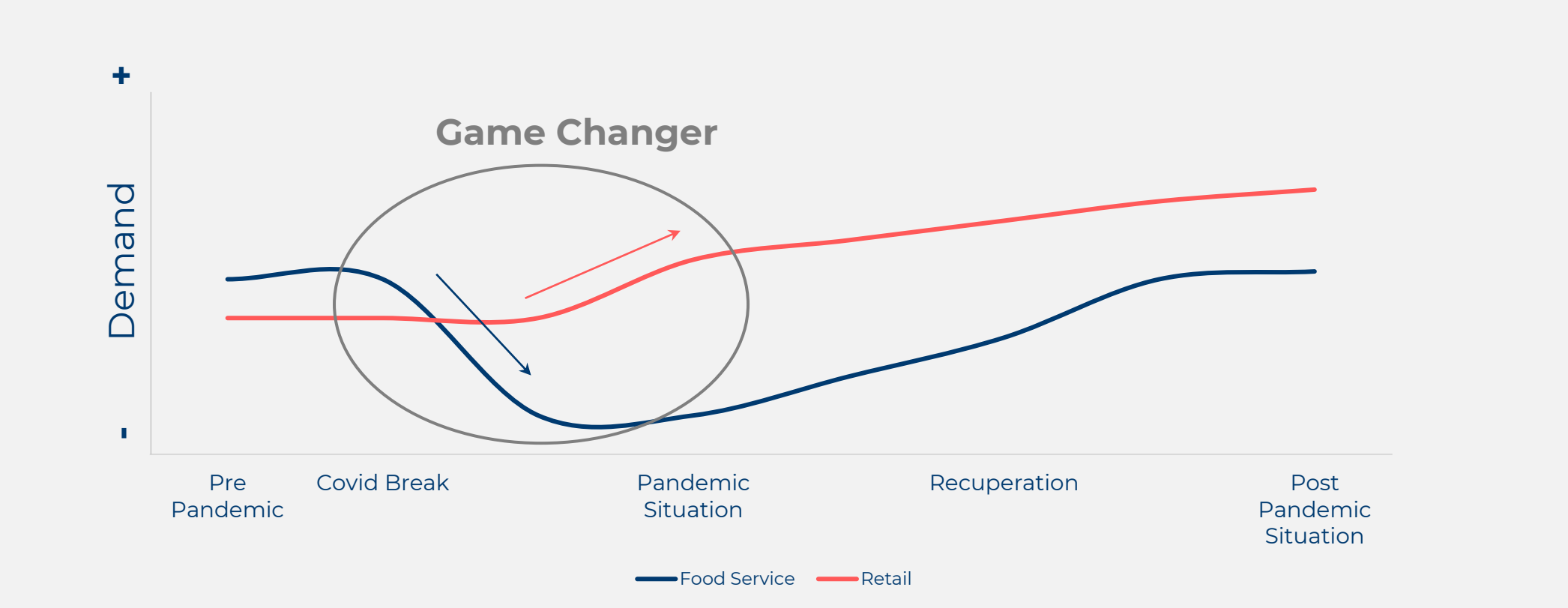


UN Refugee Agency steps up COVID-19 preparedness, prevention and response measures

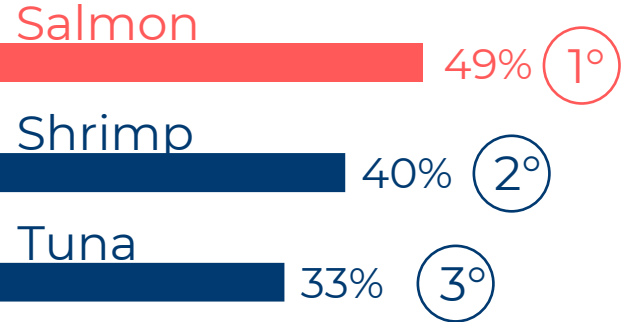


COVID-19

Covid-19: The Game Changer



Consumers **have** turned to their own kitchens to prepare **Salmon**



Seafood people are eating **more often** at home

Source: The Power of Seafood, FMI | US Market; Multi X

**What is driving seafood
consumption?**

Driver 1: Younger Generations

Millennials

Seafood Consumers



Frequent Seafood Consumers



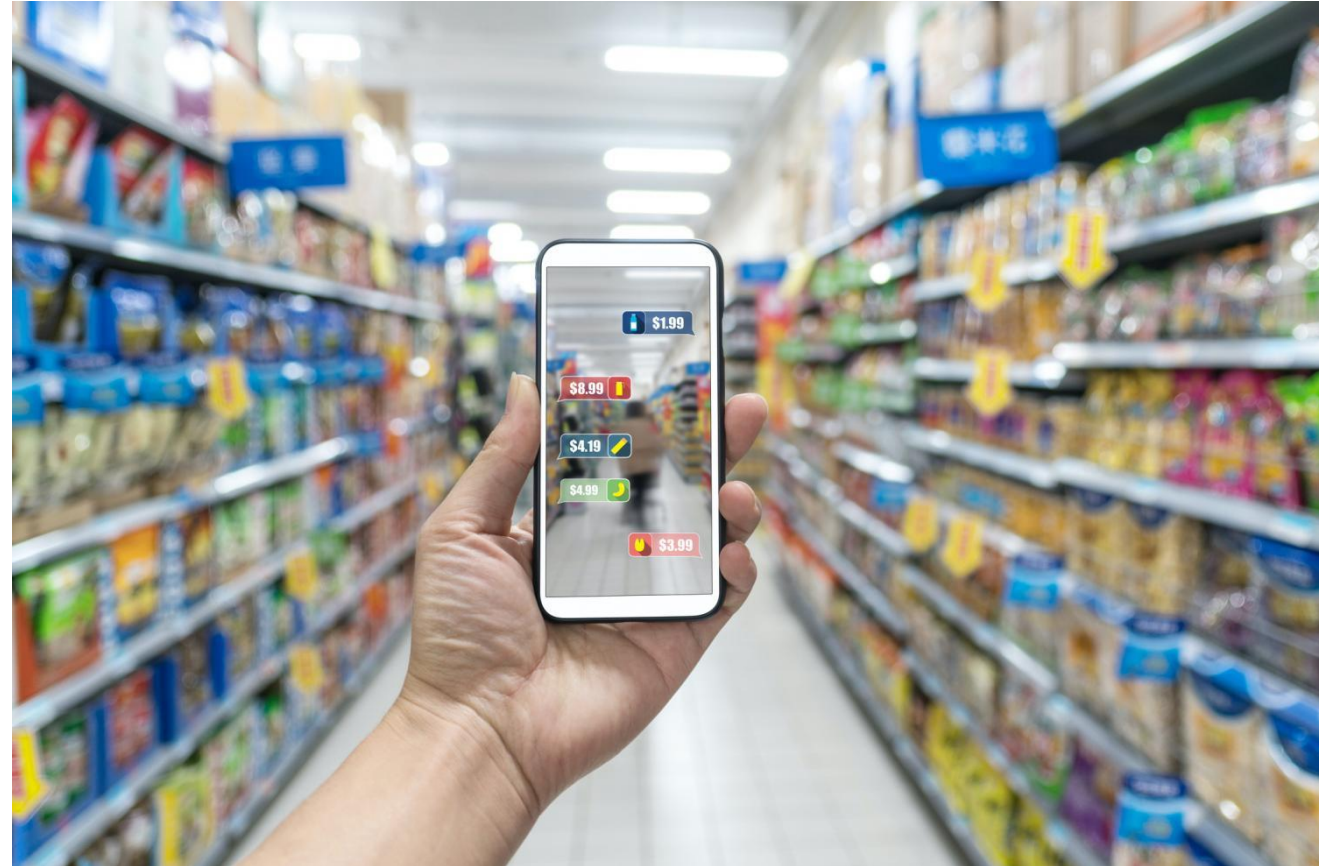
- Demand products that are **easy to prepare** or consume
- **Small packages** predominate
- **E-Commerce**
- **Less planned** purchases

Convenience



Driver 2: Digital Adoption

- Consumers turned to **digital activities**:
 - E-Commerce
- **Demand** more and instant **information**
- Consumers are **more aware** of what they buy, looking for **transparency in the information**



Driver 3: Nutrition & Health

During the pandemic, there were **numerous drivers** that explained the increase in Seafood consumption.

The **main driver** being the desire to **eat healthier (54%)**



Driver 4: Sustainability



86%

Of consumers want to see **more sustainable products** in the post-pandemic market



3 in 4

Consumers say they **consider sustainability** when choosing between brands



42%

Of consumers that preferred farmed salmon chose it because its considered **more sustainable** than other protein alternatives

Seafood Consumption Drivers



Millennials & GenZ



Digital Adoption



Nutrition & Health

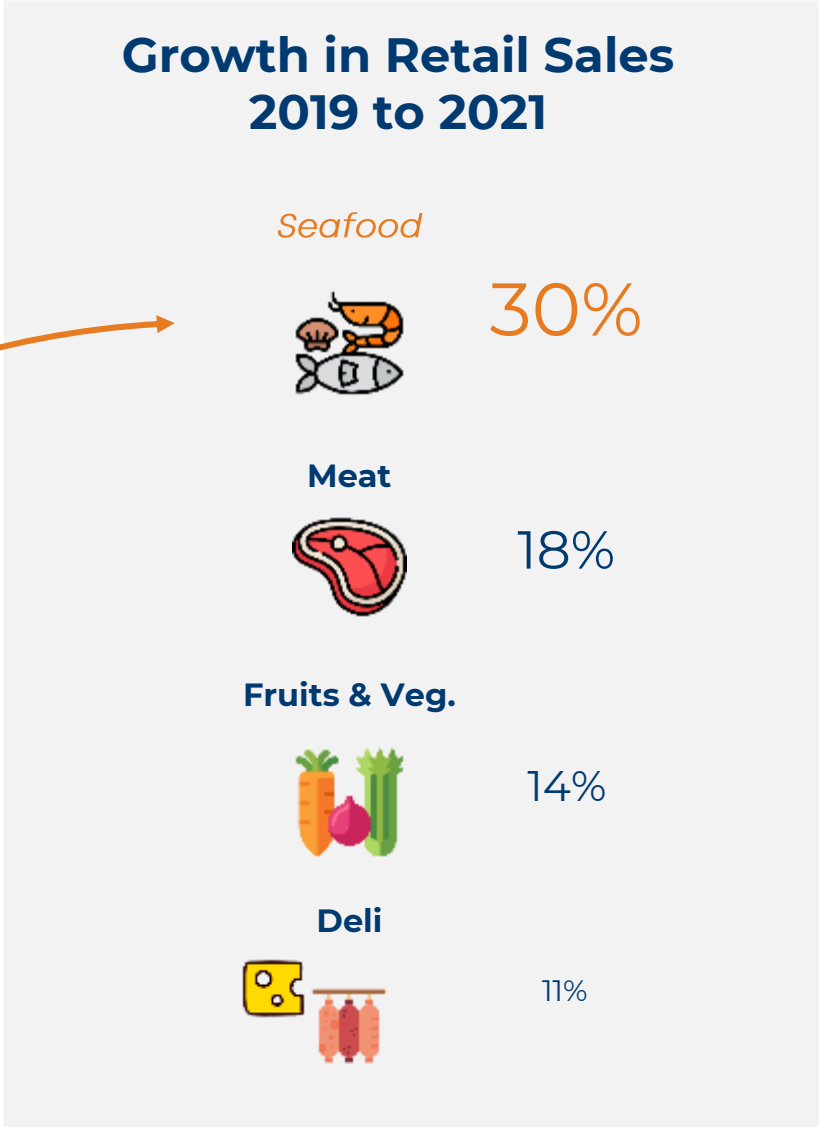
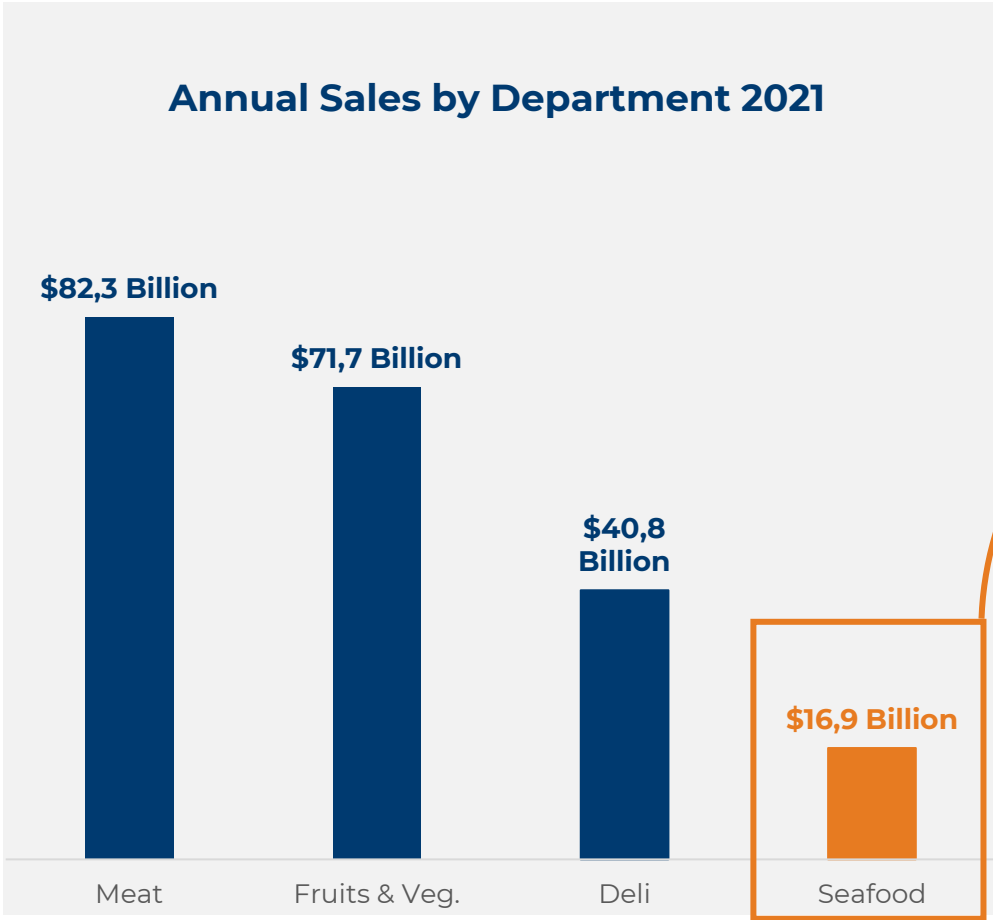


Sustainability

There is a **new** post-pandemic **consumer**, with **new** **consumption trends** and looking for **new products**

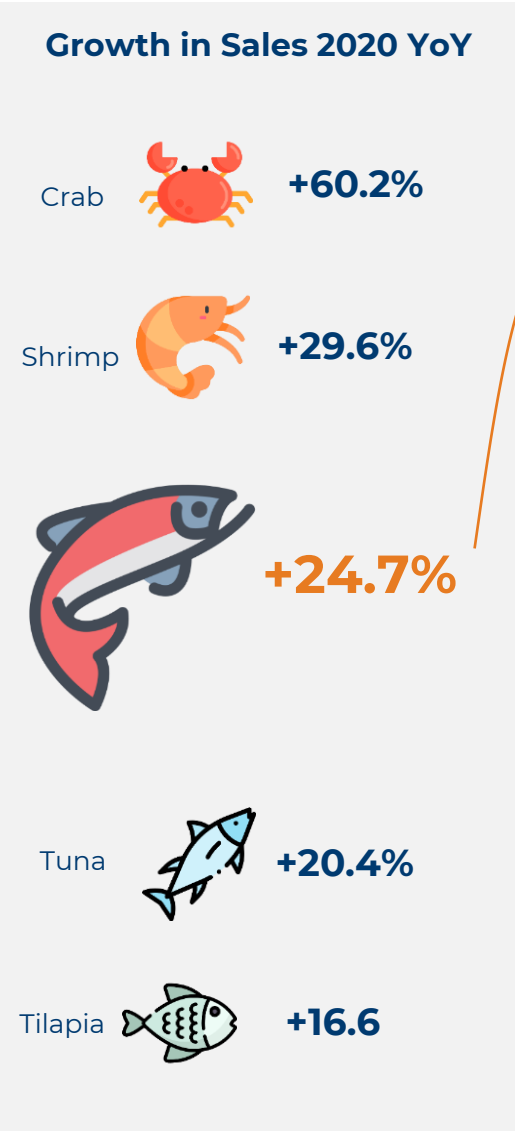
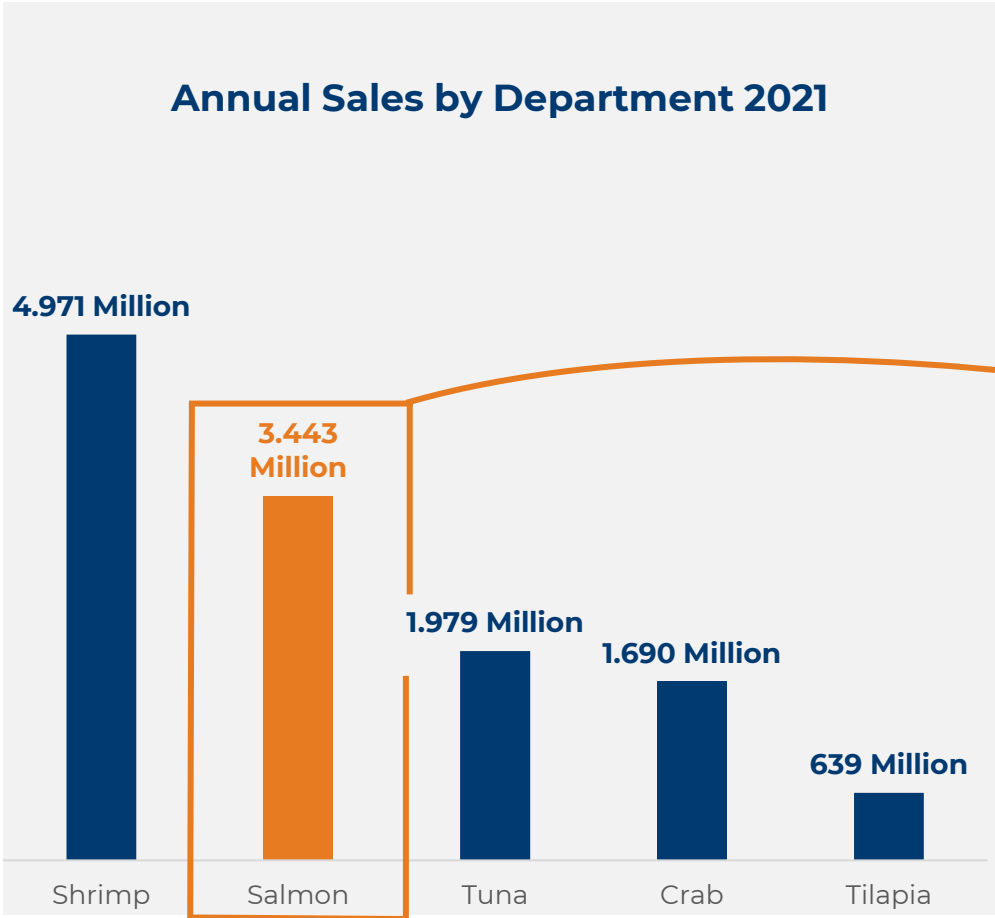


Demand: US Food Market



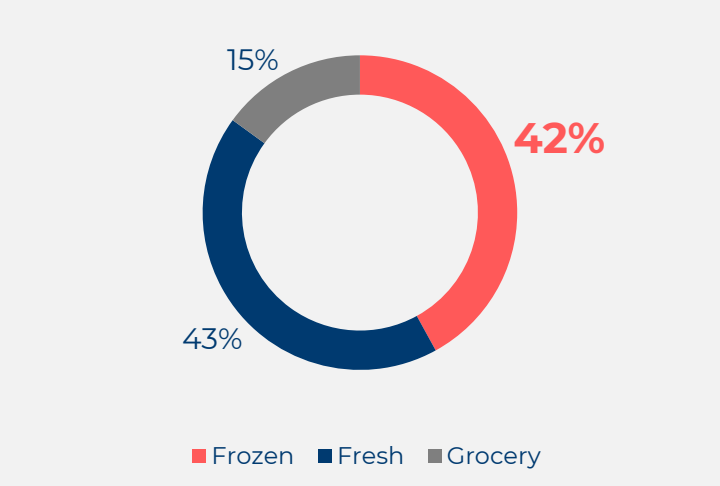
Source: The Power of Seafood, FMI | US Market

Demand: US Seafood Market

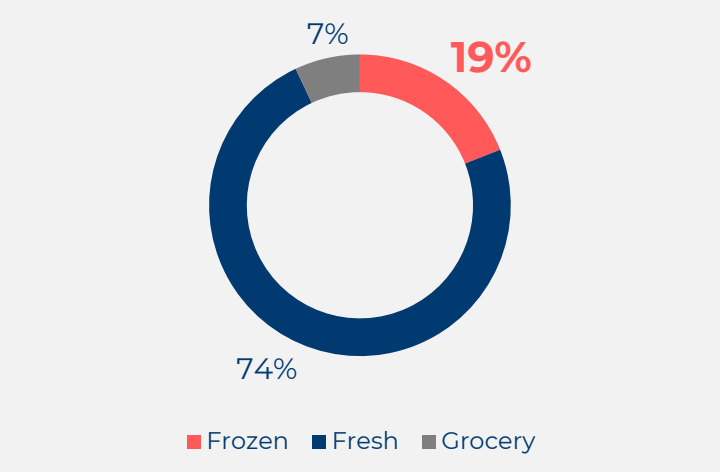


Demand: Frozen Salmon

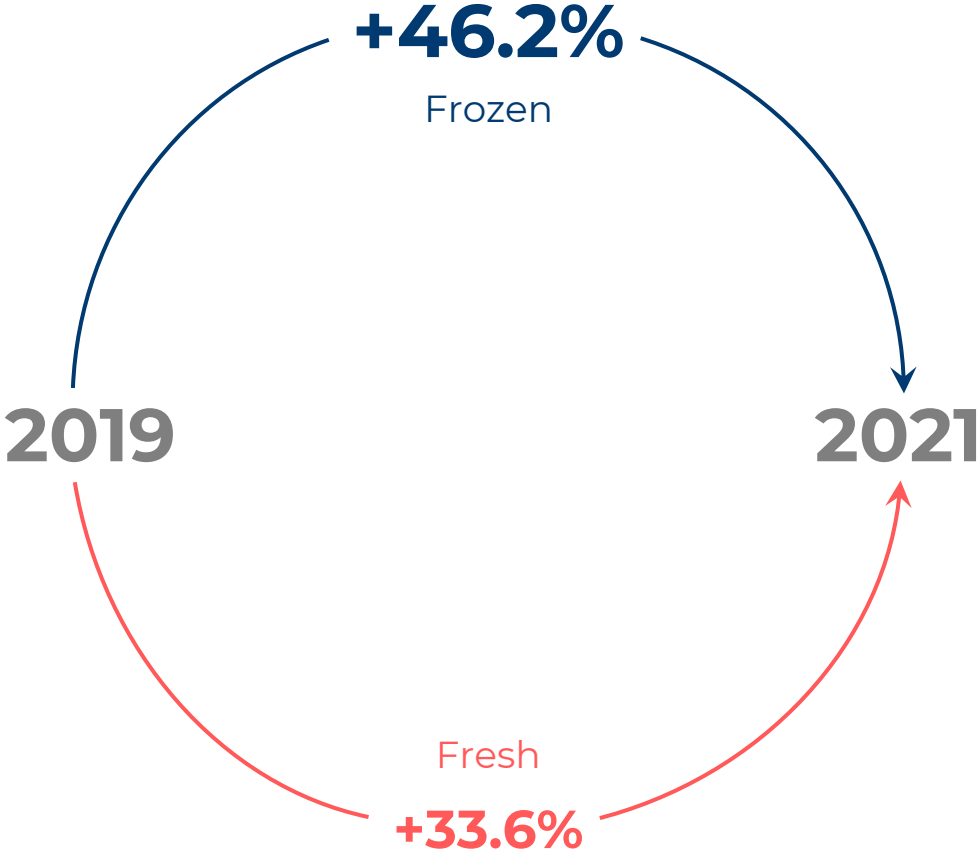
US Seafood Sales by Category



US Salmon Sales by Category

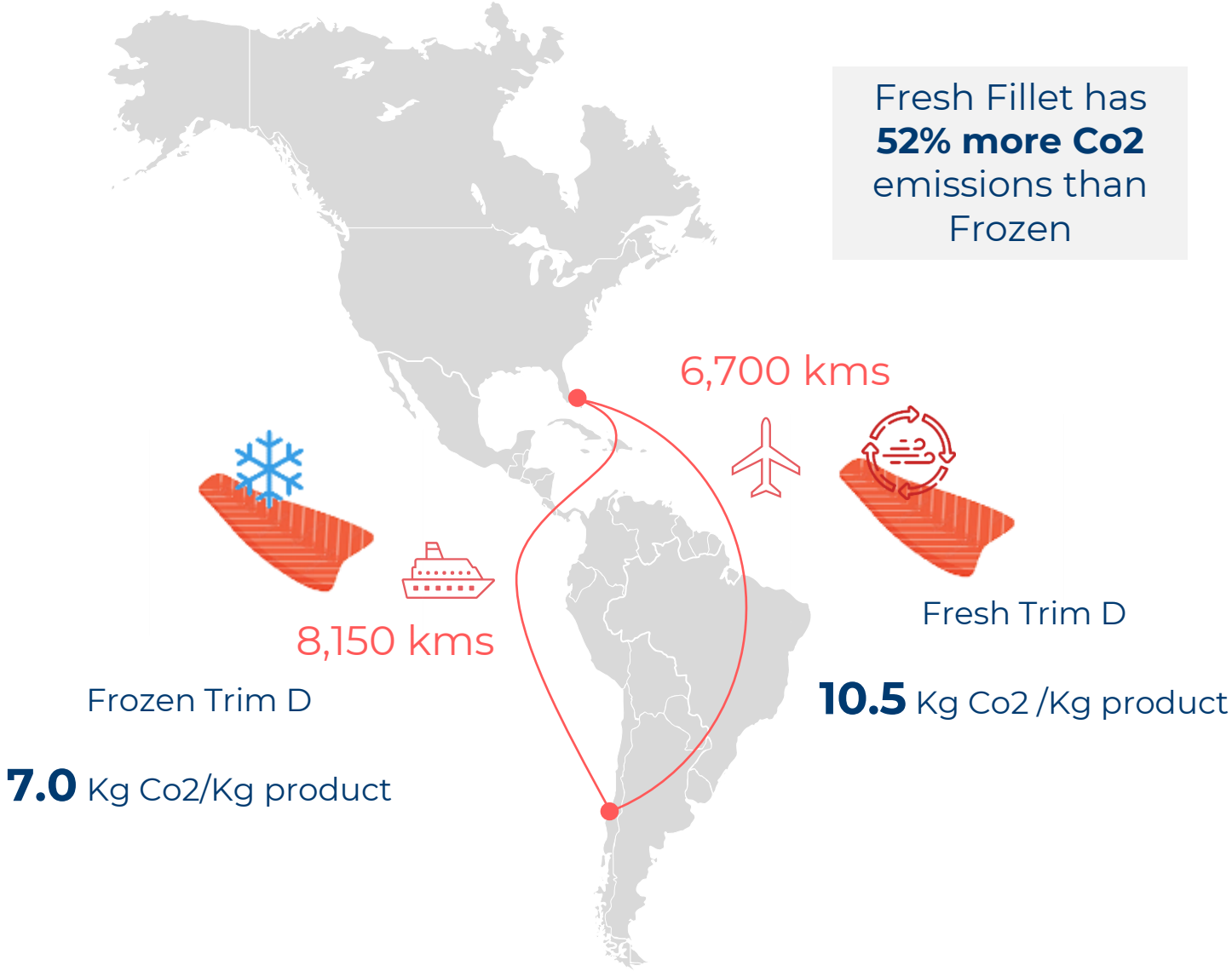


Frozen Salmon Sales Growth



Source: The Power of Seafood, FMI | US Market – Multi X

Frozen Carbon Footprint



Package is another important driver in the Carbon Footprint

Polystyrene package emissions are **14 times higher** than carton packages

Source: DEFRA – Multi X

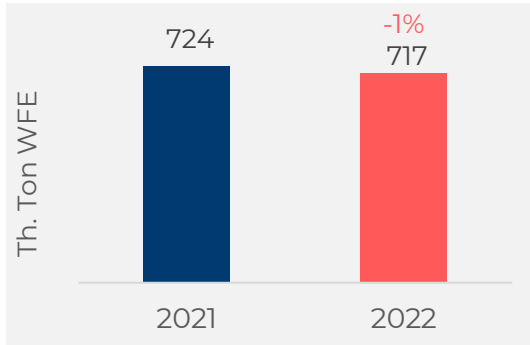


Suitable Areas for Traditional Salmon Farming

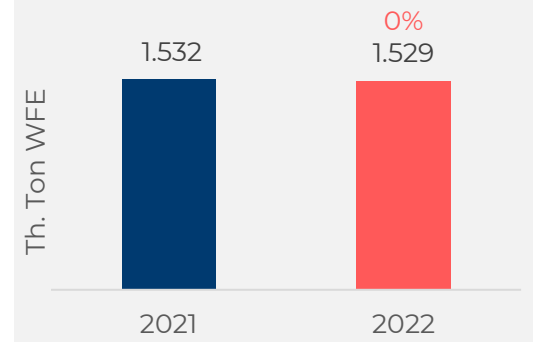


Atlantic Salmon Supply Projections

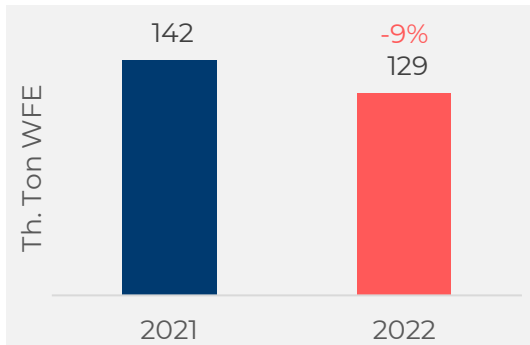
Chile



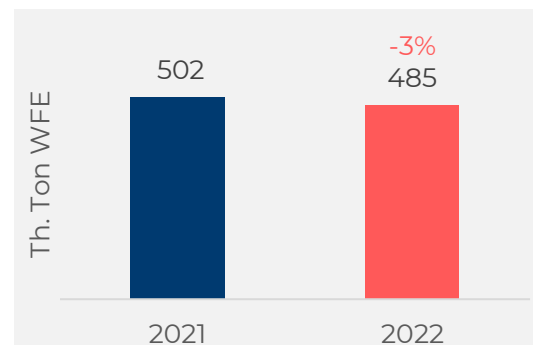
Norway



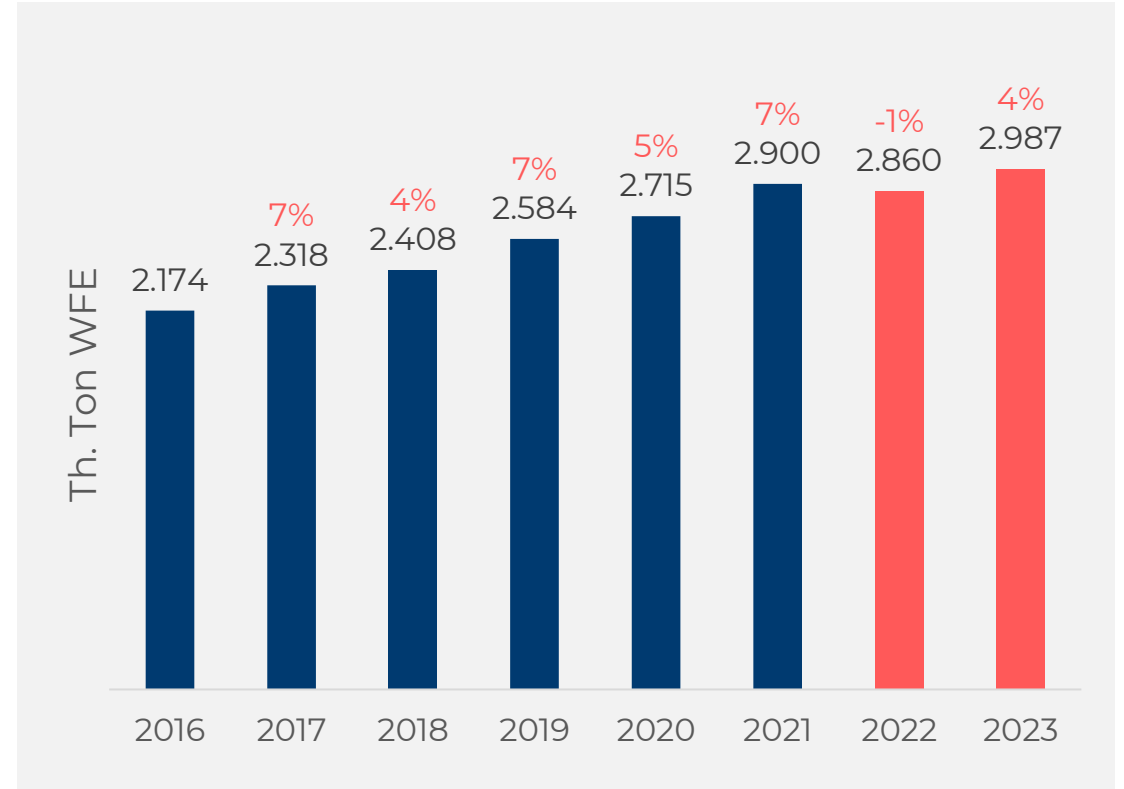
Canada



Rest of the World



Global Supply



Considering these drivers...

What are we up to?

In 2021...

Multiexport Foods  became
Nourishing the future

MULTI X 

Nourishing the future

The



Evolution



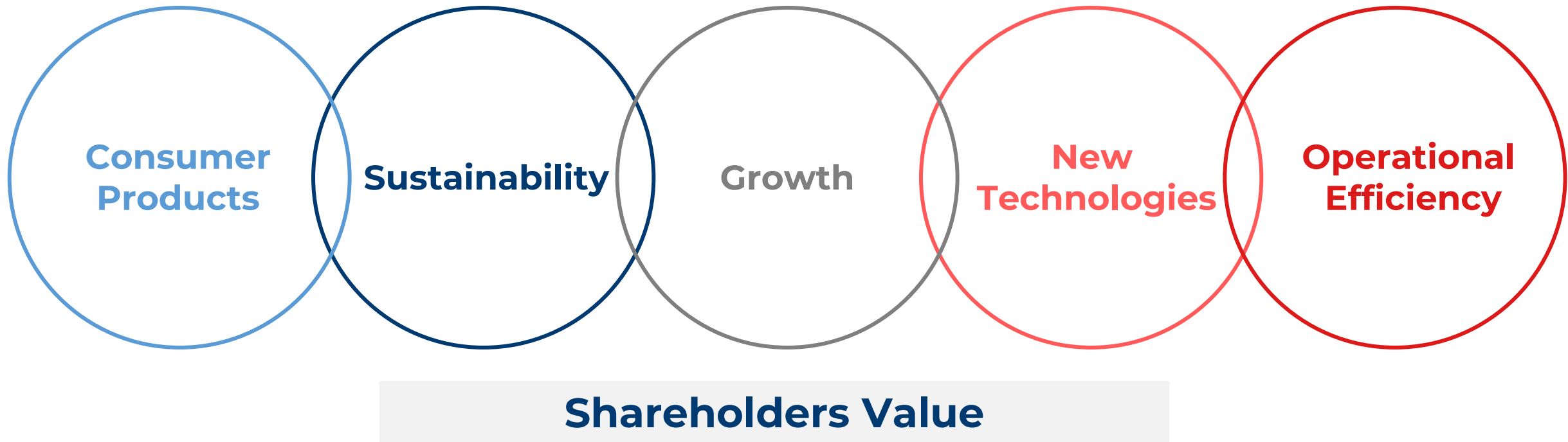
Our Mission

“To provide high quality salmon from our farms in the South of Chile to tables around the world, making a positive impact on people’s lives and our planet”

Strategic Pillars

MULTI X 

*Nourishing the Future
by Caring for the World*



Getting Closer to the Consumer



High Cuisine | Tier 1 Grocery



Focused | Grocery



Value Added | Mass Retailer



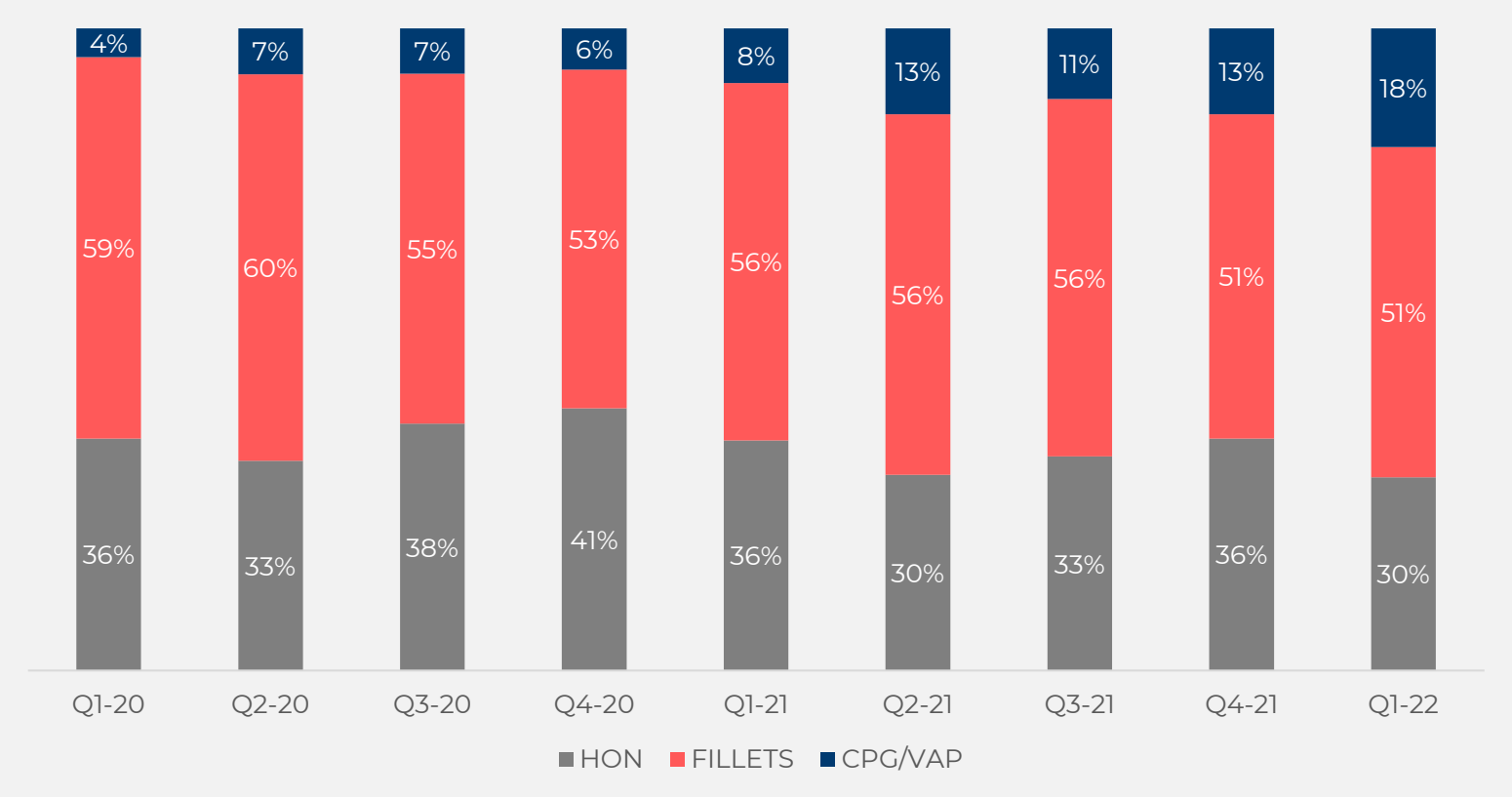
Price Conscious | Discounter

Consumer Products Development



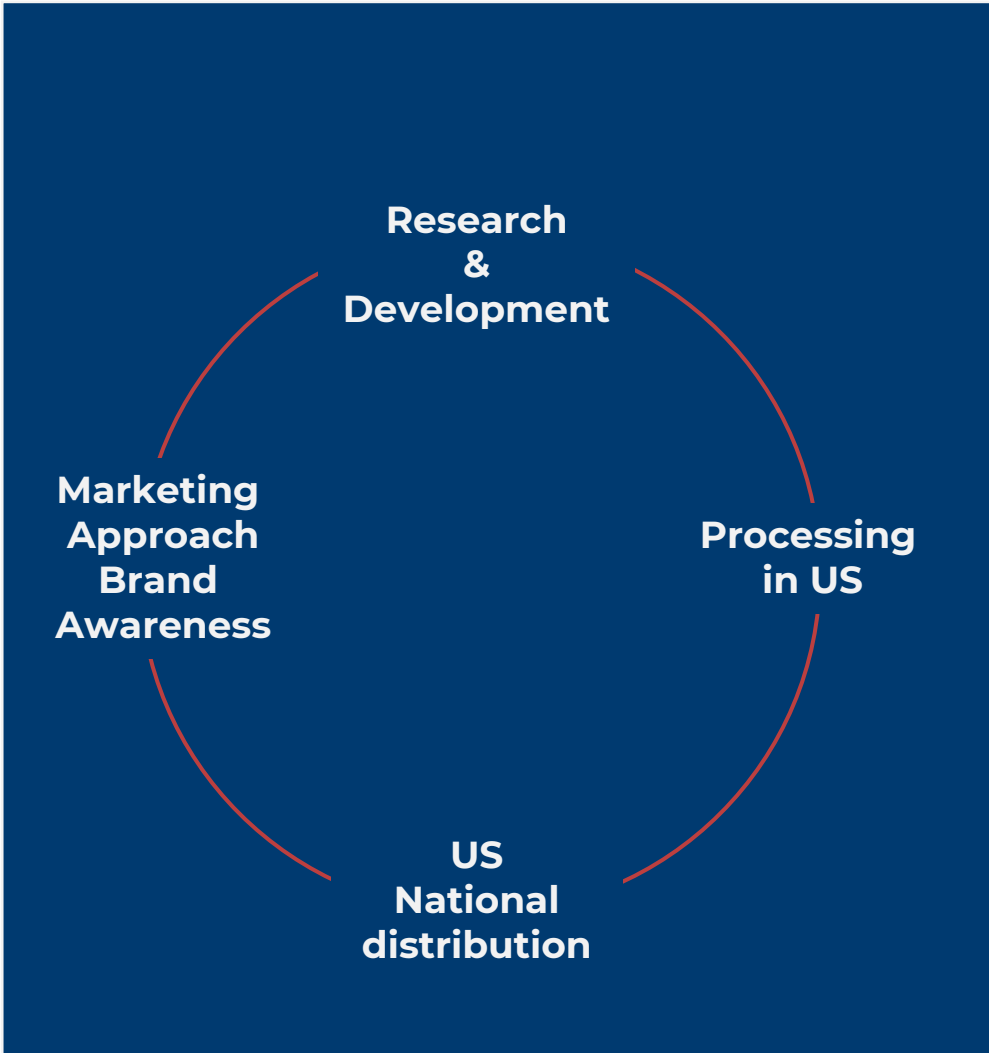
From Commodity to Value Added

Sales by Product
(% Ton WFE of the total)



Strategic Partnership: Cargill

Capabilities we need to develop value added strategy:



 US\$ 134.4 bn (2021) Annual Revenues	 155 Years of Experience
 Presence in 70 Countries	 155,000 Employees
 #1 Food Company Worldwide	 +7,000 Selling Points
 #1 Protein Supplier in the USA	 Value Added protein capabilities
 #1 Frozen Salmon supplier on Amazon Marketplace	 US Distribution Infrastructure

FAIRR
A COLLER INITIATIVE

10%
Top Ranked



Carbon Neutral by 2030
Scope 1 & 2

Member of
Dow Jones
Sustainability Indices

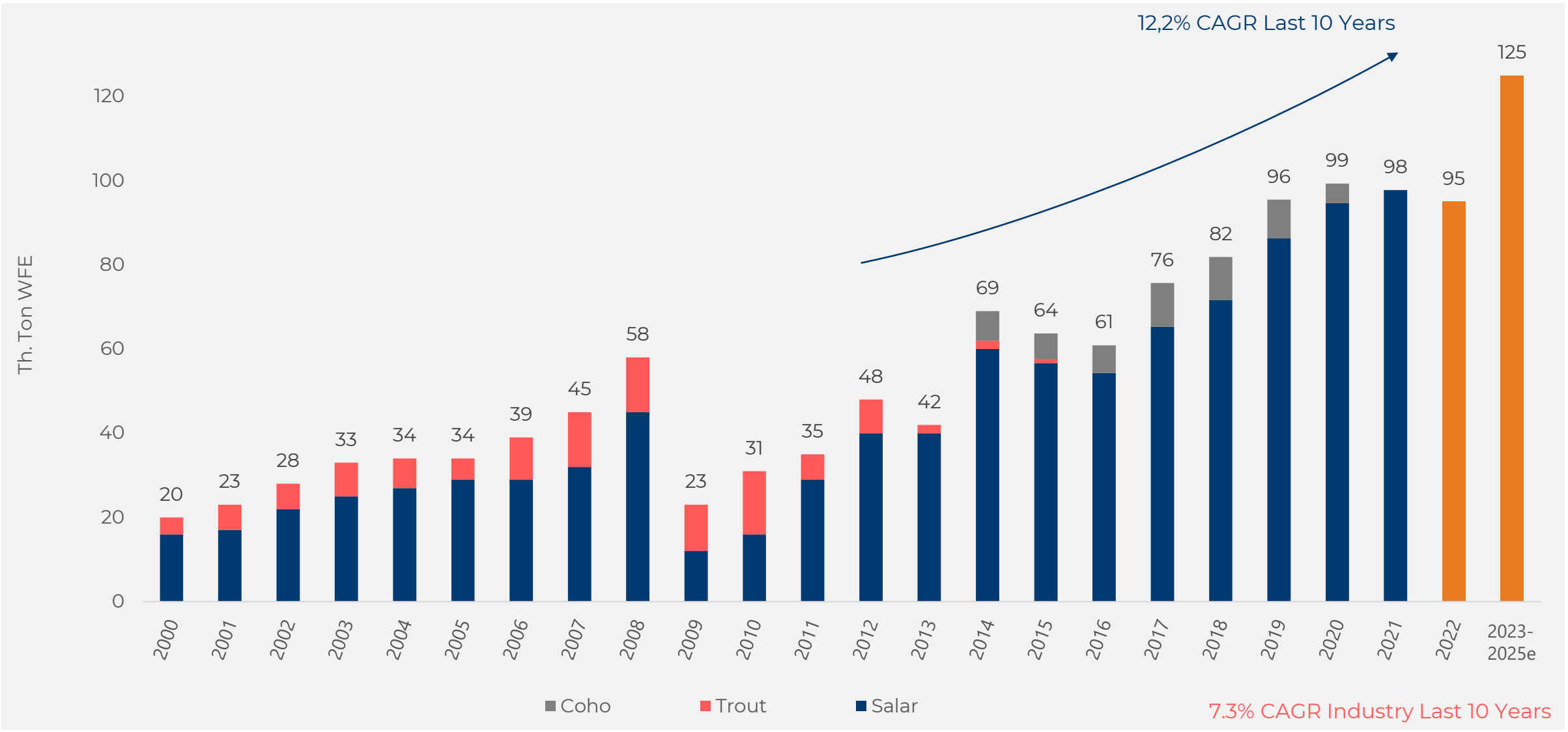
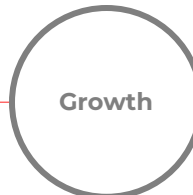
Powered by the S&P Global CSA

8th
Producer of
sustainable protein



Promote Frozen Products to
further decrease emissions from
Scope 3

Multi X Organic Growth



Hybrid Farming

- Land based + Traditional farming
- State-of-the-art hatchery under construction
- JV with Sealand Aquaculture - MultiSea
- Post Smolt 500 – 1,000 grs
- Stage 1: 6,6MM @ 250-500 grs: SW 10 months
- Stage 2 @ 750-1,000 grs: SW 6-7 months

Operation started in
October 2021

First batch to be in sea water on
Q4-22

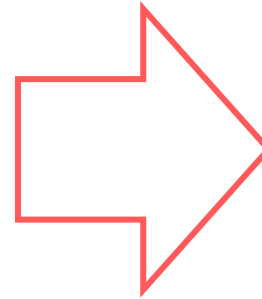


 **Multisea**

Two Strong Partners to Achieve Our Goals



MULTI 

The "Multi X" logo features the word "MULTI" in a bold, blue, sans-serif font. To its right is a stylized "X" symbol composed of two overlapping shapes, one red and one blue, with a blue arrowhead pointing to the right.

*Nourishing the Future
by Caring for the World*



Capital Markets Day

28/29 Nov.

Puerto Montt, Chile



Thank you!

MULTI X

Nourishing the future



@salmonmultix



@multi_xsalmon



multi-xsalmon



@elmejorsalmon

