

An aerial photograph of a body of water, likely a lake or fjord, with a boat's wake visible. The water is a deep blue-green color, and the wake consists of several parallel lines of white foam and darker water. To the right, a forested shoreline is visible, with dense green trees and some rocky outcrops. The overall scene is serene and natural.

Summary

Integrated Report 2022

BLUMAR

ORIGEN 1948

Purpose

“**We nurture
people by
embracing
the ocean**”



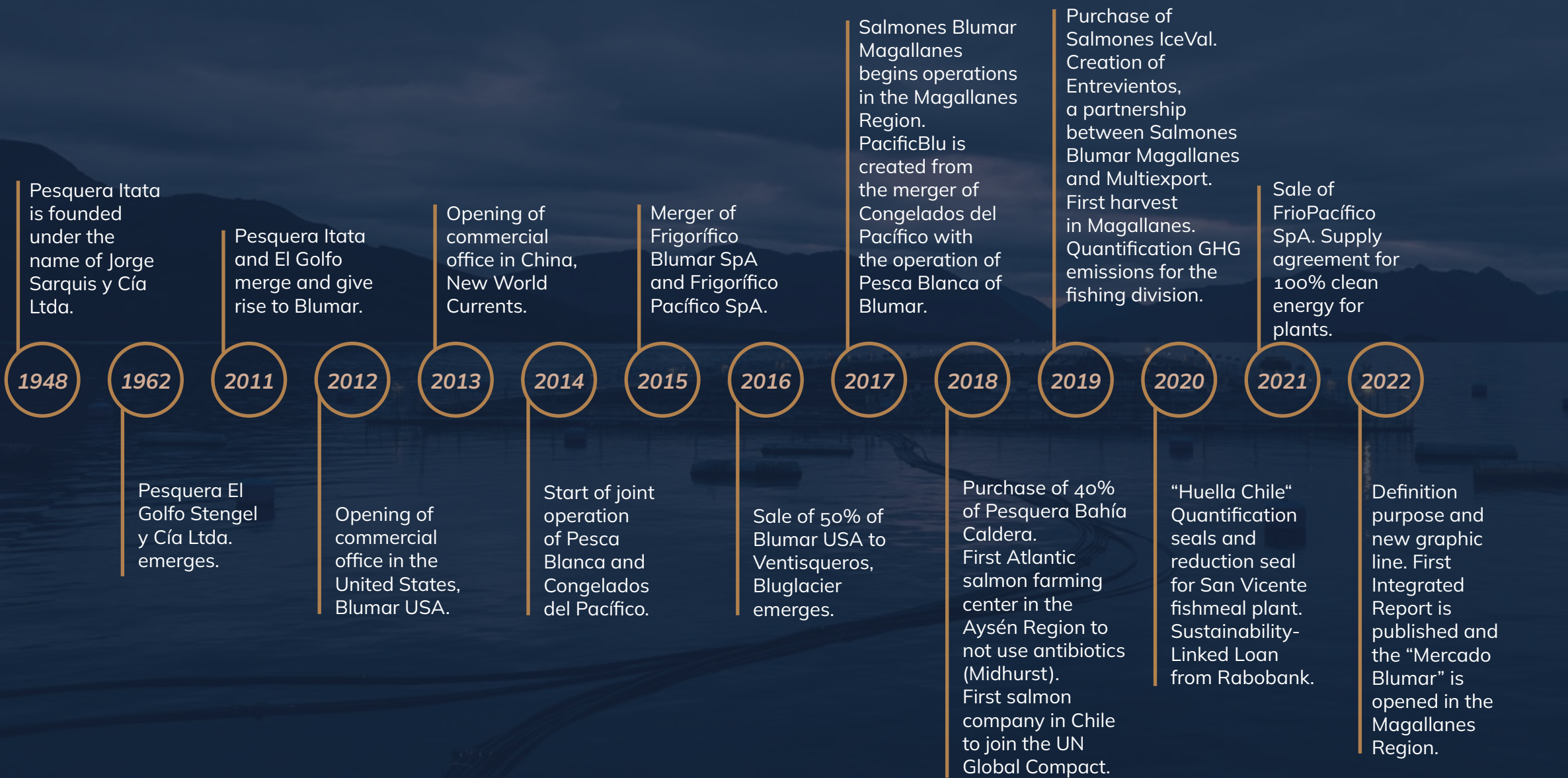
We take pride in our community of hard-working and resilient individuals, who have navigated the southern seas of the Pacific Ocean for generations to provide for and advance our community.

We are deeply grateful for the gifts that the ocean has bestowed upon us, and we are committed to preserving its survival and legacy for generations to come.


As custodians of this precious resource, we recognize that the ocean presents us with a tremendous opportunity to access healthy, safe, and sustainable food.

We believe that it is our responsibility to safeguard the health and vitality of the ocean's ecosystems and to work towards a sustainable future for ourselves and our planet.

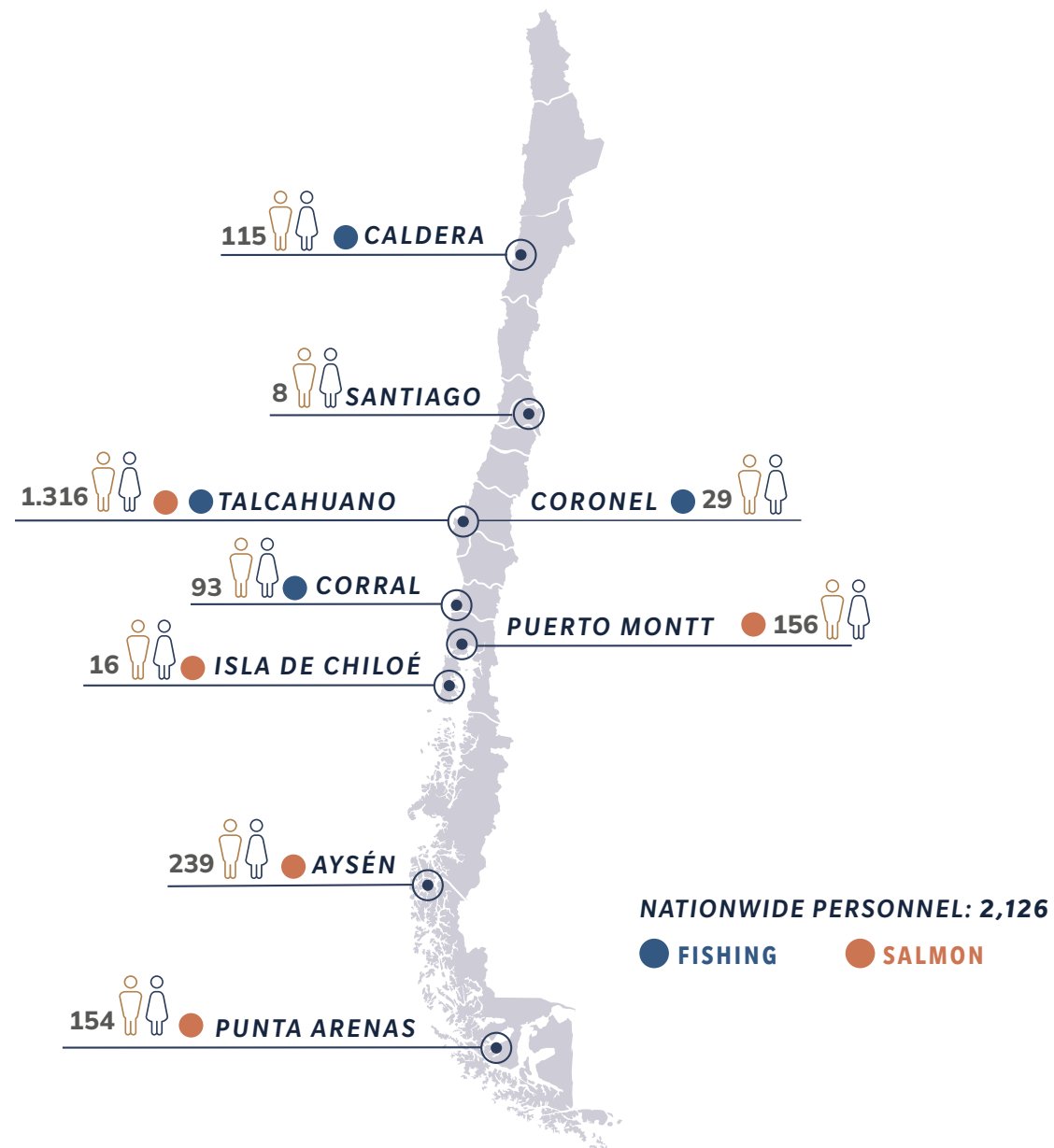
HISTORY OF THE COMPANY












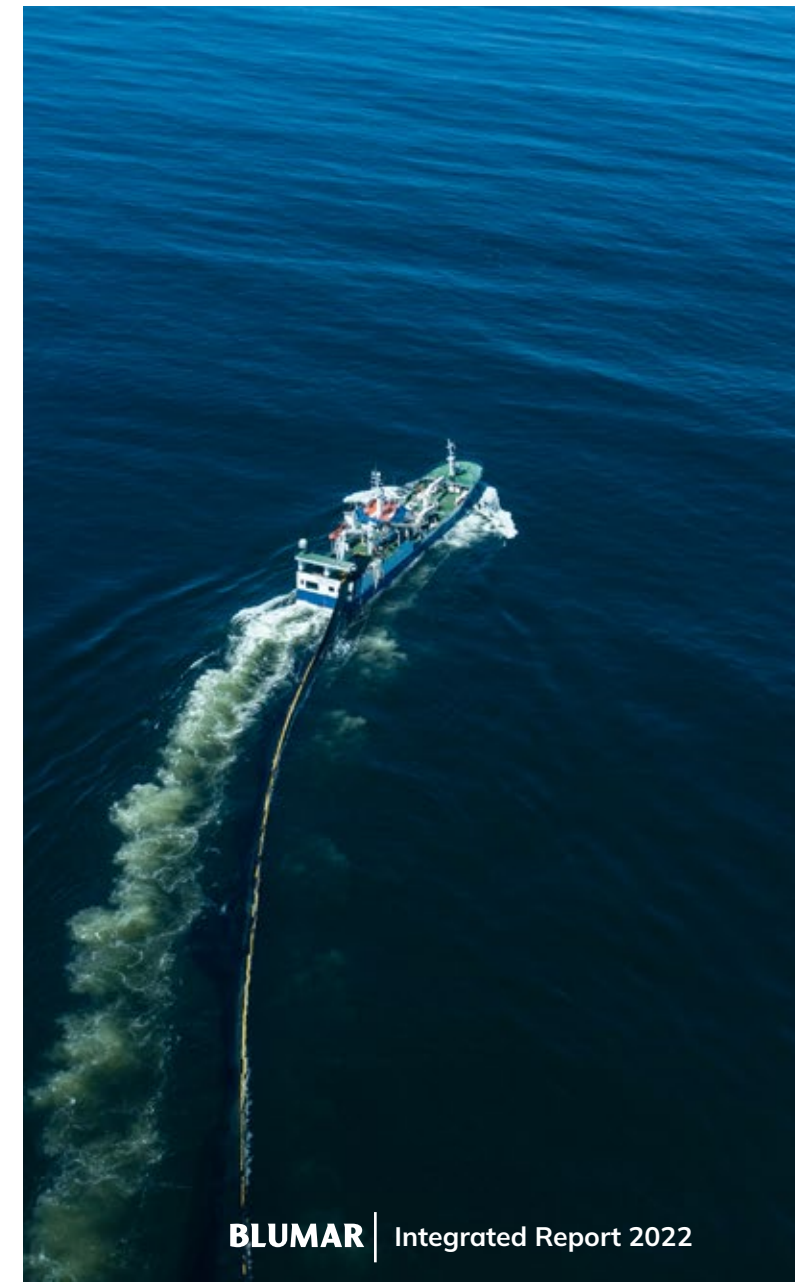
HIGHLIGHTS FOR THE PERIOD

- 
- Brand Renewal and declaration of our PURPOSE
 - Signed the ten UN Sustainable Ocean Principles
 - Improvement in Dow Jones SUSTAINABILITY INDEX 2022 results
 - Obtained NEW CERTIFICATIONS for the processes: MSC, MarinTrust, DGAC and IFS
 - First INTEGRATED REPORT
 - Commercial Office in China
New World Currents becomes BLUMAR ASIA LIMITED
 - SUCCESSFUL closing of collective bargaining
 - Opening of the first store and experience center “MERCADO BLUMAR”
 - Implementation of HIGH-END TECHNOLOGY to reduce odor emissions in Coronel and Corral
 - Obtained International Renewable Energy Certificate I-REC
 - Two finalist initiatives for Pulso HUB SUSTAINABILITY AWARD
 - Consolidation of Board Committees focused on various ESG and leadership topics

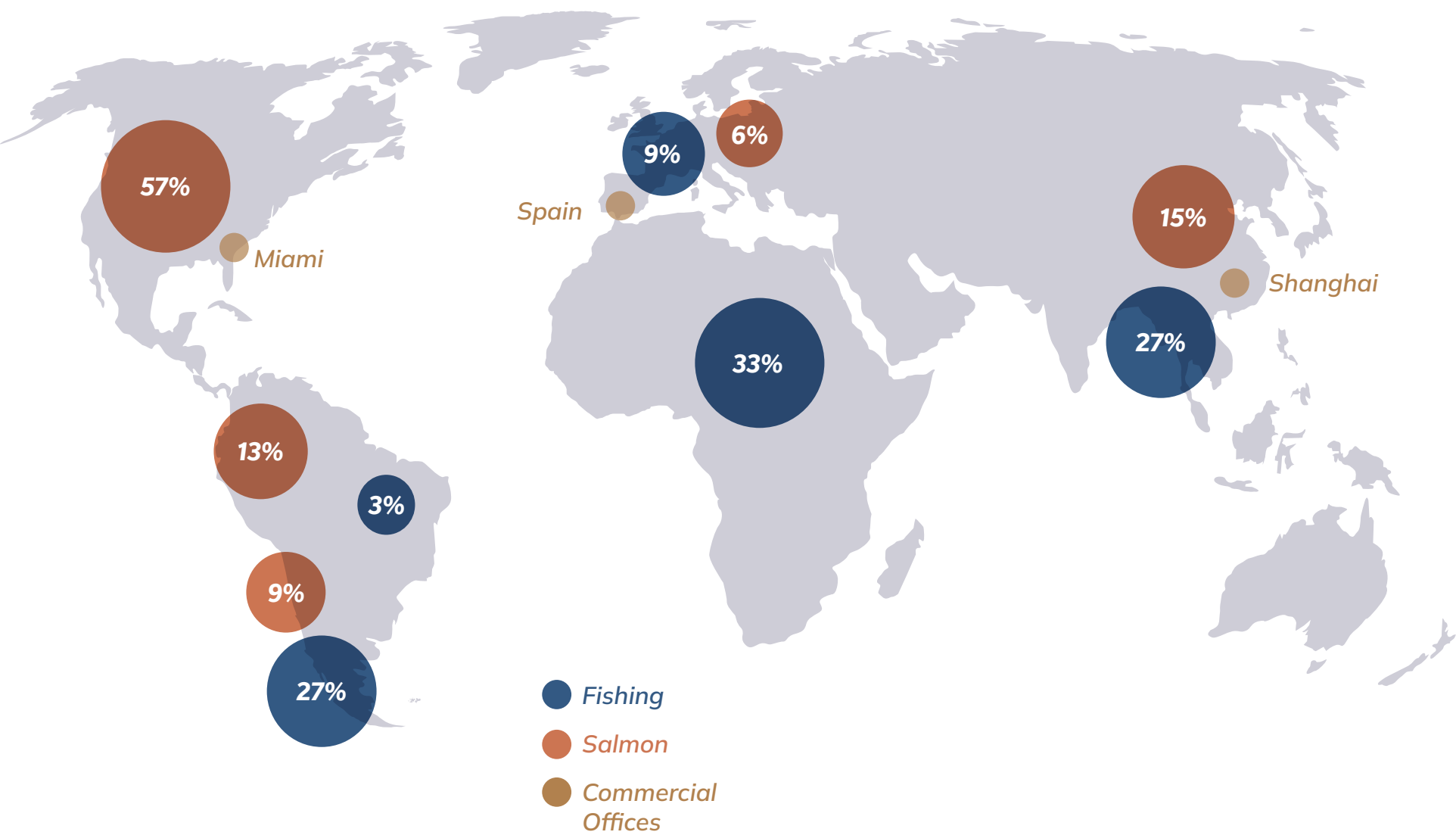
EMPLOYEES AND FIRST-LEVEL ASSETS THROUGHOUT CHILE



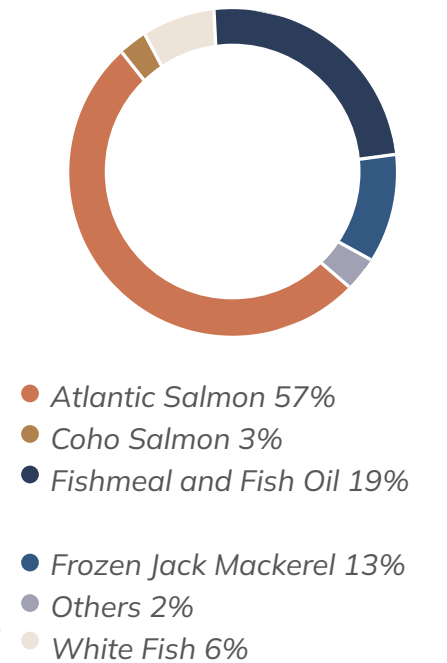
-  **20%** Industrial quota of Jack Mackerel central-south area
-  **21%** Industrial quota of Sardine central-south area
-  **21%** Industrial quota of Anchovy center-south area
-  **55** Aquaculture concessions
-  **36** Centers in use during 2022
-  **8** Operating Ships
-  **4** Fishmeal Plants
-  **6** Final Product Plants
-  **1** Refrigerated Warehouse



SALES DISTRIBUTION BY DESTINATION



REVENUE COMPOSITION BY PRODUCT



BLUMAR'S STRATEGY

Blumar understands the value of growing in harmony with the natural and social environment and seeks to develop its business by incorporating sustainability and creating significant relationships.

The company's strategy is directly linked to its stakeholders, to whom we are connected through the following pillars:





CRIME
PREVENTION
MODEL

Within the framework of Law 20,393 and Decree Law No. 211, a Crime Prevention Model and a Free Competition Program were developed. These seek proper and law-abiding behavior, focusing on prevention of bribery of public officials, corruption among private individuals, money laundering, financing terrorism, pollution of bodies of water, use of restricted hydrobiological resources (among others specified in Law 20,393) and the promotion of free competition.



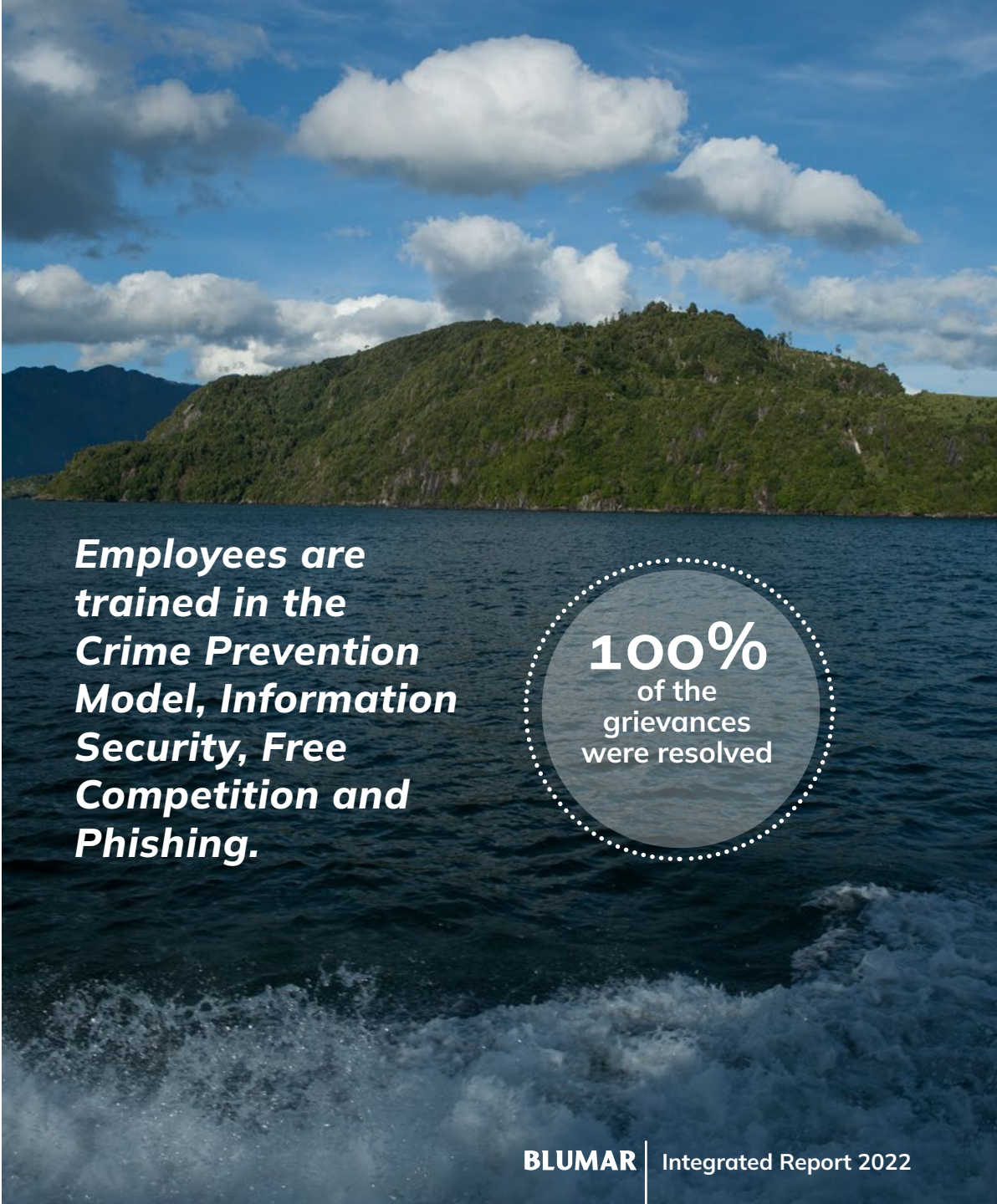
ETHICAL
CONDUCT

Provides a set of internal rules that guide the conduct of directors, executives and workers, both concerning own and contractor companies. Regulates how company representatives should interact with shareholders, workers, authorities, communities, customers, suppliers and partners.



GRIEVANCE
CHANNEL

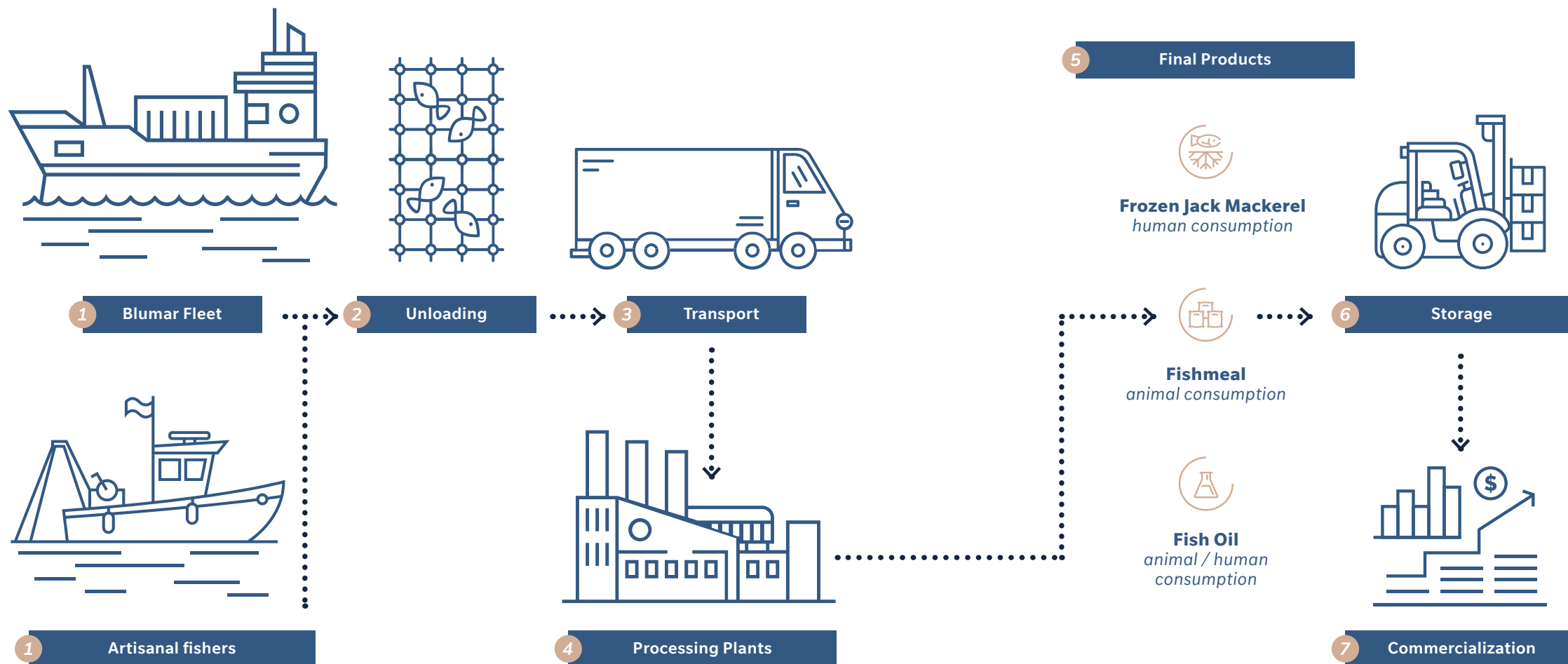
All stakeholders can file grievances about violations of the Code of Ethics through the confidential grievance channel available on the company's website www.blumar.com



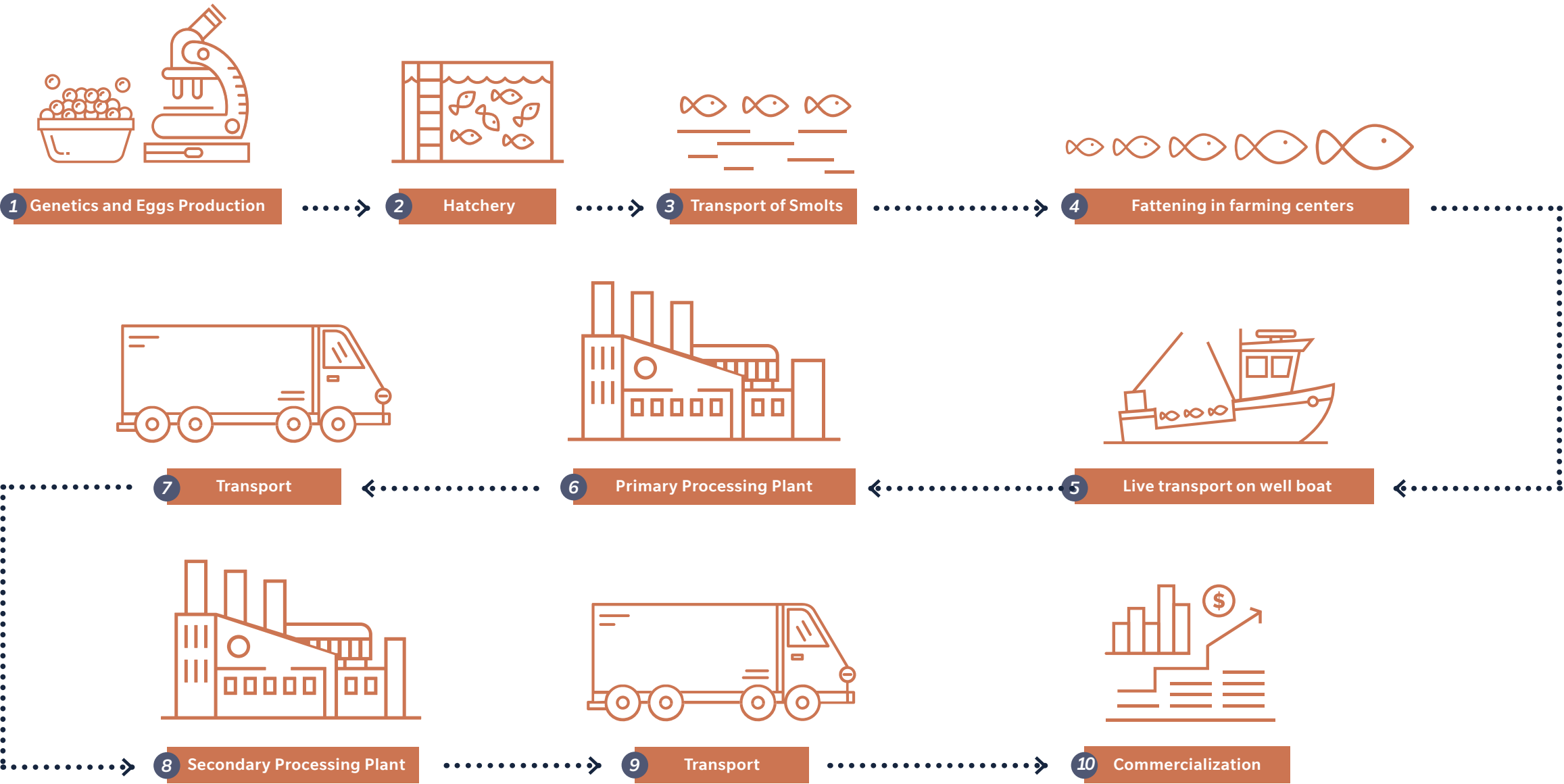
Employees are trained in the Crime Prevention Model, Information Security, Free Competition and Phishing.



VALUE CHAIN FISHING DIVISION



VALUE CHAIN SALMON DIVISION



NUTRITIONAL VALUE OF PRODUCTS

Marine ingredients are used in a wide range of products intended for human and animal consumption. They are mainly used as food products.

Fishmeal and fish oil are used for feeding fish and farmed crustaceans. Therefore, more than 5 million tons of sustainable non-food products are returned into the human food chain. Salmon is a low-calorie food and reduces the risk of cardiovascular

diseases and improves brain health. The FAO recognized it as a food of excellent nutritional value, providing protein, minerals and vitamins.

Jack Mackerel offers various nutritional qualities that reduce the risk of atherosclerosis and heart and blood vessel problems. In addition, its consumption favors red blood cell production and improves the functioning of the nervous and immune system.




 **Atlantic Salmon and Coho Salmon**

Proteins, high-quality nutrients

High content of Omega-3 EPA and DHA

Rich in vitamins D and B12

High iodine and selenium content

 **Frozen Jack Mackerel**

The oceans contain 80% of the planet's biomass, with infinite potential for nutritional, therapeutic and functional ingredients.

PROGRESS

ESG COMMITMENTS





EFFICIENCY AND CREATION OF VALUE

Fishing \$256.125
million USD

Salmon \$403.704
million USD

Total income:
\$659.829 million USD

50,503

tons of
fishmeal

14,012

tons of
fish oil

89,409

tons of Frozen Jack
Mackerel (whole,
HG and HGT)

8,007

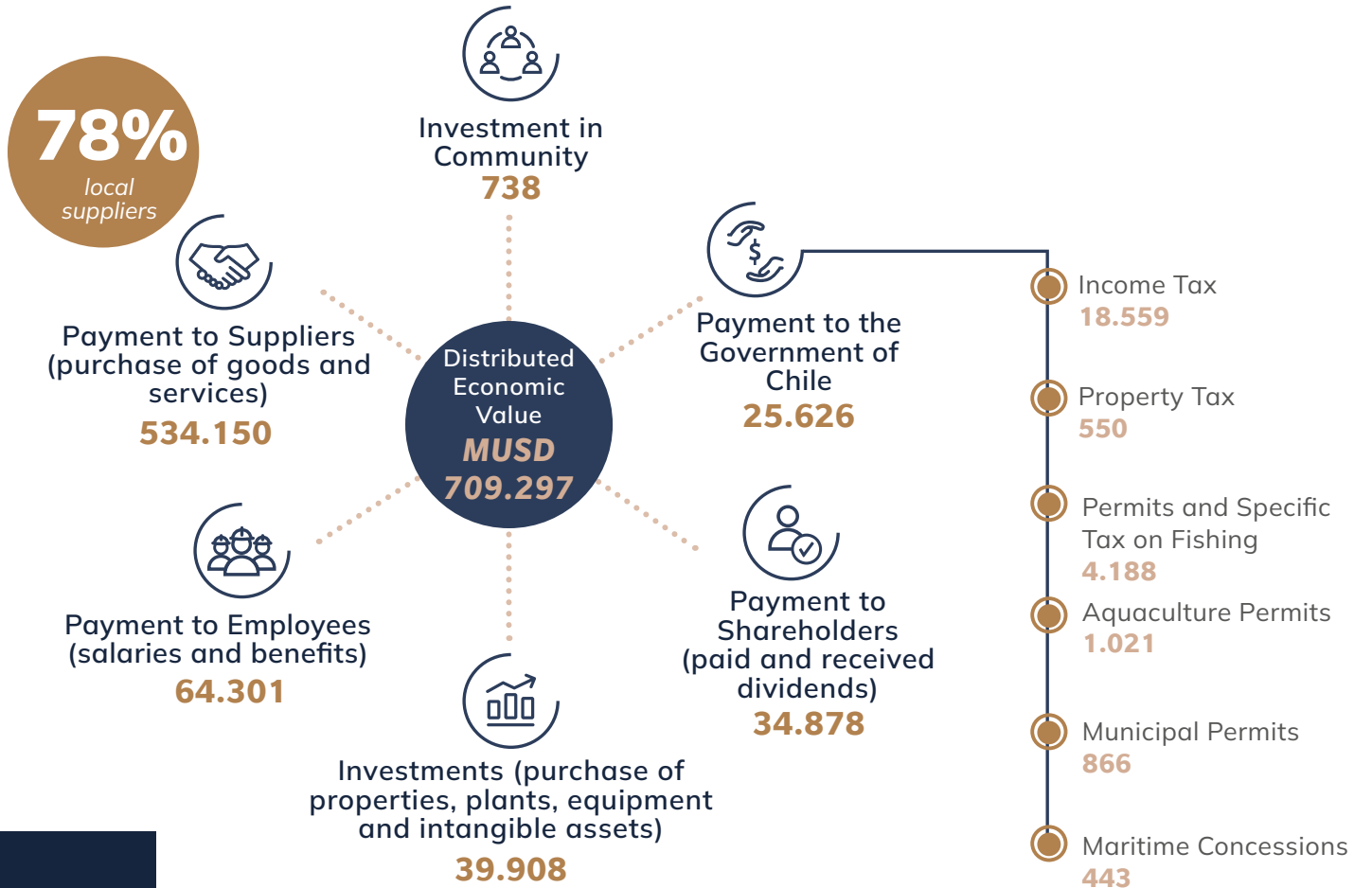
tons of hake
and other
white fish

56,024

tons of WFE
salmon

EBITDA
129.075 million USD

NET PROFIT
63.521 million USD





ENVIRONMENTAL COMMITMENT



Energy management

Consumption in the fishing division totaled 815,151 GJ, with an intensity of 5.29 GJ/ton of product. In the salmon division, it was 516,597 GJ, a 2.12% reduction compared to 2021.

331,005

MWh
fuels

38,875

MWh
Electricity

1,331,748

GJ Total energy
consumption



Water Consumption

Water is managed efficiently and sustainably, promoting reuse and recirculation processes. Seawater is used for the majority of industrial processes and drinking water supplied by the municipal network. Saltwater from fishing processes is reused in fishmeal plants, for odor mitigation processes and plants for treatment of industrial liquid waste.

956,298

m³ Total
consumption

446,413

m³ Seawater
consumption

489,884

m³ Fresh water
consumption



Renewable energy

International renewable energy certificate (I-REC) for all plants and subsidiaries for the supply contract with Enel Generación for 100% renewable energy.

76%

renewable electrical
energy

29,880

MWh renewable
electrical energy





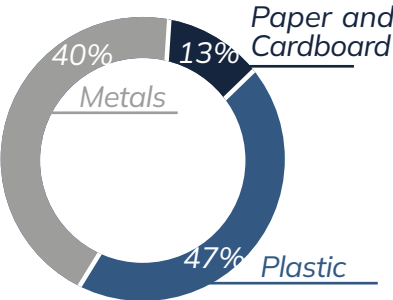
ENVIRONMENTAL COMMITMENT



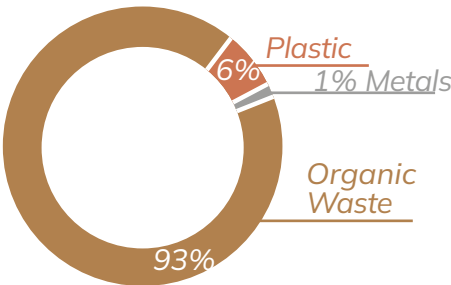
Waste management

Incorporation of a series of elements to optimize waste management, improve the relationship with the environment and the communities near the operations.

Waste recovery salmon by waste type



Waste recovery fishing by waste type



87%

total waste recovery

13,131

tons of total recovered waste

89%

of waste from farming centers and the salmon processing plant were recovered.



47.93%

recovery of fleet waste



48.44%

waste recovery from fishing processing plants



ENVIRONMENTAL COMMITMENT

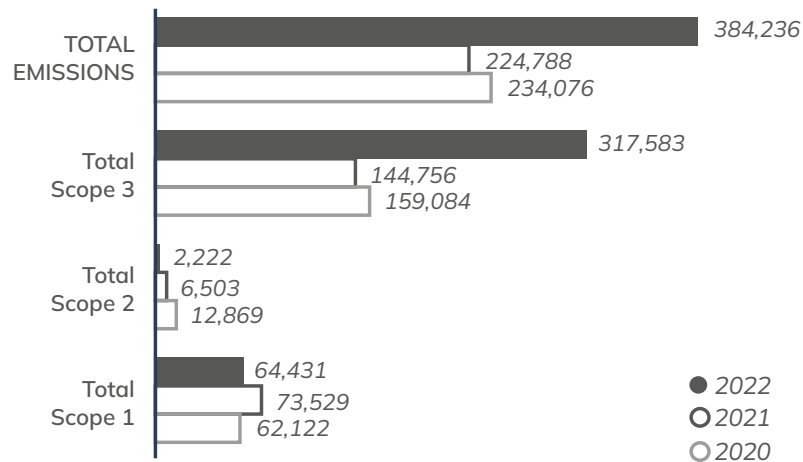


Carbon footprint

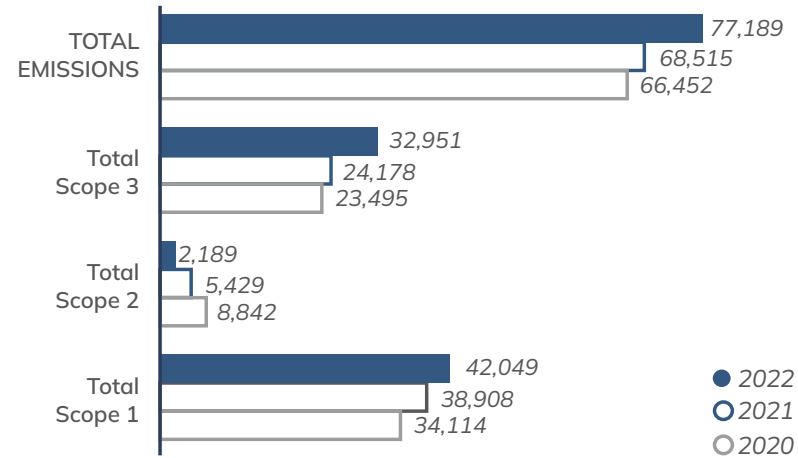
The measurement was made according to GHG Protocol guidelines using the boundaries of the “operational control approach,” which accounts for 100% of GHG emissions of operations under the company’s control.

The results were verified by an external company.

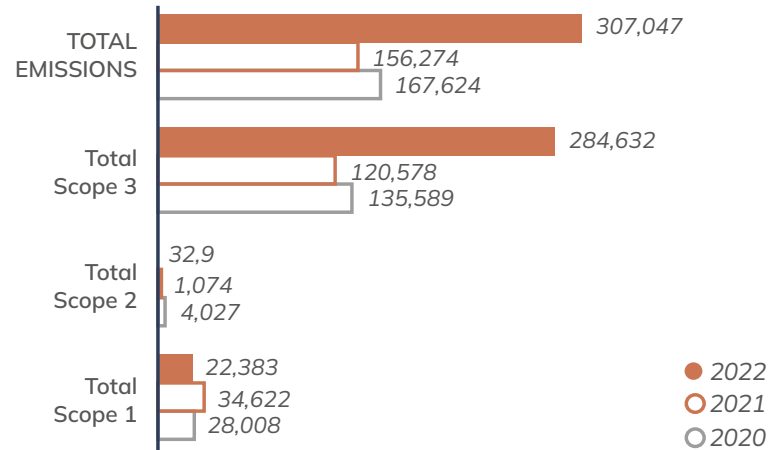
Blumar Carbon Footprint (Ton CO₂e)



Carbon Footprint Fishing (Ton CO₂e)



Carbon Footprint Salmon (Ton CO₂e)



Intensity indicator: Ton of CO₂-eq Scope 1 and 2/ton of product

2020: 0.39

2021: 0.37

2022: 0.32



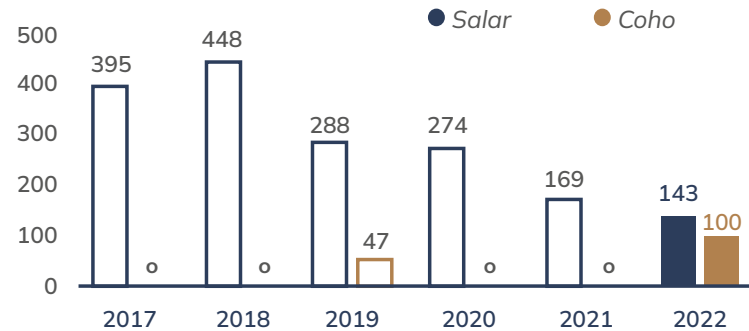
INNOVATION AND ADAPTABILITY



Use of antibiotics

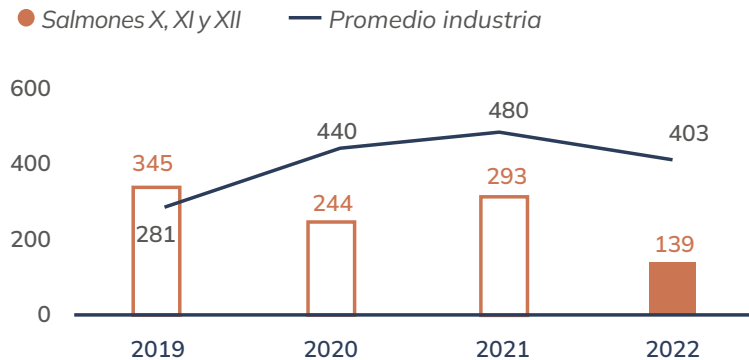
The progressive reduction of antibiotic use is a priority topic for the industry. Antibiotics are used to ensure the health and welfare of fish. They are only used following prescription guidelines of a veterinarian and under strict supervision of certified health professionals for the species.

Use of Antibiotics, 2017-2022 (g API/Ton)



12
PROA-certified centers (optimization program for use of antibiotics).
11 Atlantic salmon and 1 Coho salmon

Use of Antibiotics - closed harvest cycles 2022 (g AB/ton)



6
ATB category (no use of antibiotics)

6
UEAB category (efficient use of antibiotics)

-64%

antibiotics use since 2017

-15%

antibiotics per ton of Atlantic Salmon in 2022, compared to 2021



ASC Certification

71%

ASC-certified centers 2021-2022 period

Requires continuous management of the following aspects: compliance with laws and regulations, conservation of natural habitat, local biodiversity and ecosystem, protection of health and genetic integrity of wild populations, environmentally responsible and efficient use of resources, control of diseases and parasites, socially responsible management of farming centers, being a good neighbor aware of civic obligations, and requirements for smolt providers.



Innovation

3

product innovations

12

process innovations

An innovation analysis process was initiated with the Innovation Unit of the University of Concepción. This consulting process will continue during 2023, the projects will be consolidated, and awareness workshops will be held with all areas of the company.



RELATIONSHIPS OF TRUST AND COLLABORATION

PRINCIPLES OF CONDUCT



Honor and take care of the environment

Do your job while caring for and honoring the community, environment, society and the people who work with you



Enjoy the path and the process

Enjoy and make the best out of every step of the process, inspiring others



Teamwork is the way

Collaborate with your team, across areas and outside the organization, to achieve common goals (building from differences)



Stay alert and open to change

Proactively seek change and challenge yourself to improve



Keep it simple

Act with humility, beyond your position



Lead by example

Act with integrity and ethics, maintaining coherence between your speech and your actions



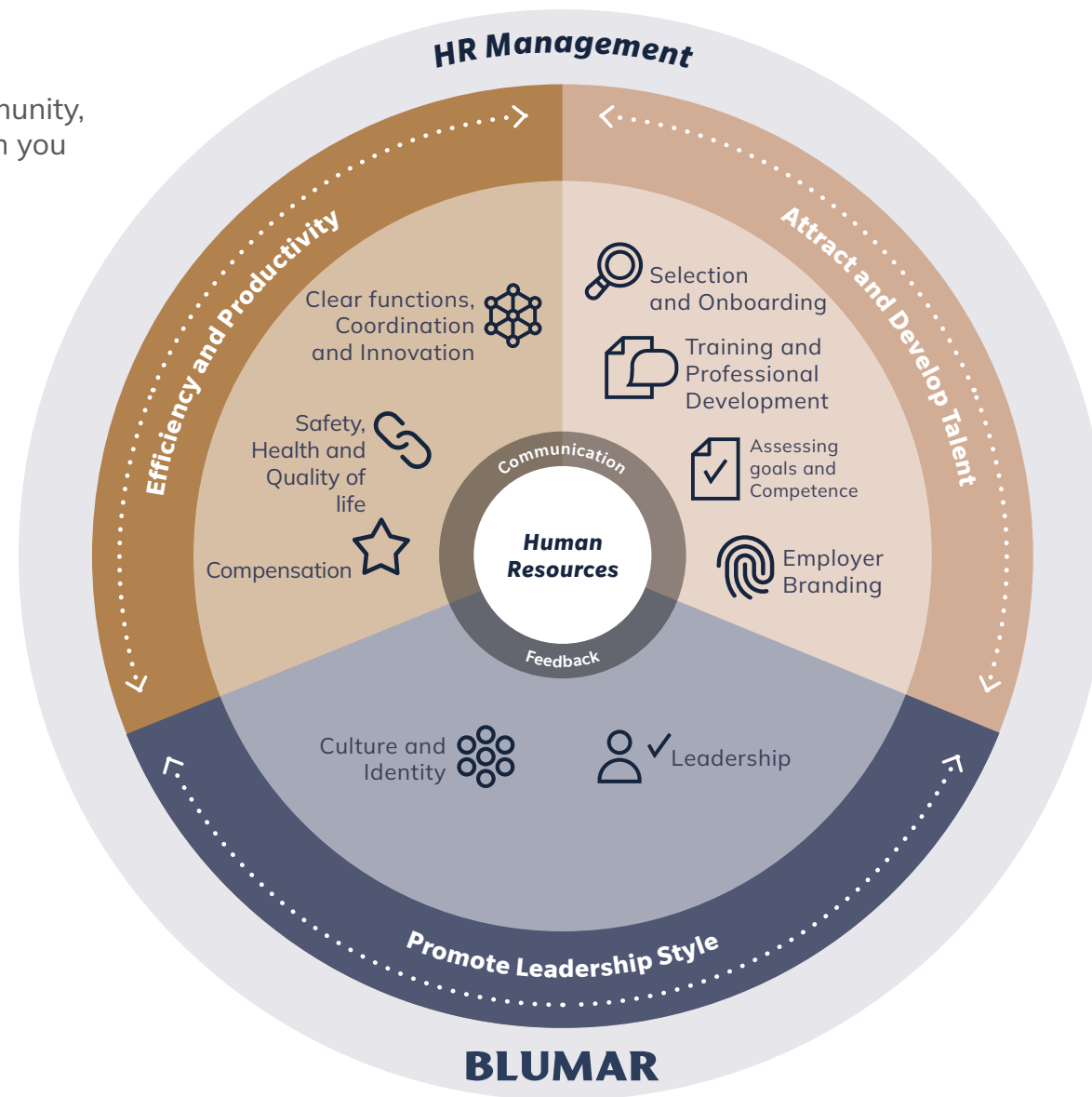
Dare to disagree, express your ideas always respecting others

Speak up and take action: Dare to disagree, express your ideas in a respectful manner and promote the industry.



Seek excellence in everything you do

Work with excellence and promote quality





RELATIONSHIPS OF TRUST AND COLLABORATION

EMPLOYEES



27% Total personnel

17% Senior Management

16% Management positions

15% Junior Management

DEVELOPMENT OF LOCAL SUPPLIERS

We prefer agreements with suppliers in areas where the company operates.

% of spending on local suppliers



TALENT DEVELOPMENT AND ATTRACTION

Blumar caters to the company's operational needs and the technical and personal development requirements of its employees.

98
trainings

2.354
people

73.402
training hours

64%

Of workers in
collective instruments

14

Labor Unions

51%

Workers in
labor unions

OCCUPATIONAL HEALTH AND SAFETY

100% of employees covered by ACHS-certified health and safety system



11 joint committees

7 fishing 4 salmon

Certification

OHS Management System based on ILO guidelines

Update Policy

Occupational Health and Safety

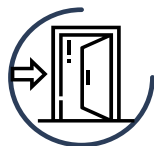


RELATIONSHIPS OF TRUST AND COLLABORATION



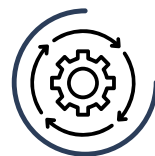
RELATIONSHIPS

Constant participation in roundtables of Gaete, Corral, San Vicente and Coronel, involving representatives of the municipalities, companies from the sector and direct neighbors of our plants. Online and face-to-face workshops to promote local economic development and, in Magallanes, meetings and activities associated with the agreement signed between the artisanal fishing sector and companies operating in the area.



OPEN DOORS

Open-door policy, which means that neighboring communities and different institutions visit our facilities in an accessible and transparent manner.



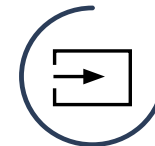
LOCAL DEVELOPMENT

Projects and activities to improve the quality of life of communities. This includes initiatives to support neighborhood infrastructure, culture, tourism and a healthy lifestyle (diet and exercise).



EDUCATION AND TRAINING

Education activities for communities. “Blumar at your School” Program in all areas where we operate. In-person presentations at technical high schools. Strengthening this educational model in the region has been one of the company’s objectives.



CONTRIBUTIONS

We make corporate contributions to charities, educational institutions and NGOs. Support for community organizations, depending on the relevance of their request.

738
USD
of social
investment

99
Projects

15.176
beneficiaries

572
visits at our
facilities



RELATIONSHIPS OF TRUST AND COLLABORATION

FEATURED PROJECTS



INTEGRATED MULTI-TROPHIC AQUACULTURE PROJECT

2021-2023



SALES ROOM FOR CALETA ANAHUAC

June - December 2022



RENEWABLE ENERGY FOR THE SAN VICENTE SHELTER, THROUGH THE RECOVERY OF UNUSED FISHING NETS

2022



BLUMAR AT YOUR SCHOOL PROGRAM

Ongoing



SUPPORT FOR THE RURAL DRINKING WATER PROGRAM, THE CHUCAHUA COMMITTEE, HUAR ISLAND, DISTRICT OF CALBUCO

October 2022 – March 2023



MORE QUALITY OF LIFE IN HUALAIHUÉ

October 2021 – November 2022



PRODUCTION DIVERSIFICATION FOR ARTISANAL FISHERMEN OF CHINQUIHUE

August 2022 – March 2023



Solar panels for the San Vicente shelter



Competitive funds for environmental initiatives in Coronel



Production diversification, Caleta Anahuac Pier

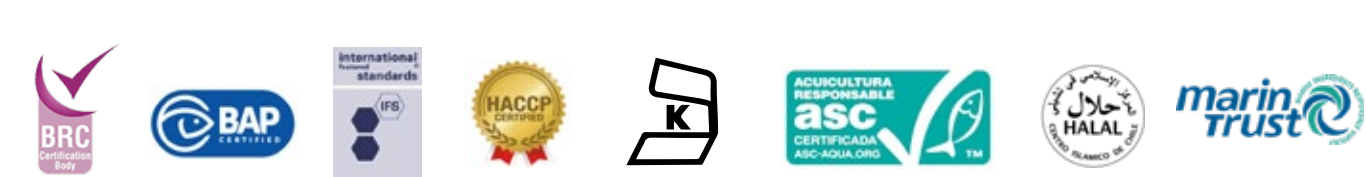
ALLIANCES AND PARTNERSHIPS



OTHER ALLIANCES



CERTIFICATIONS



BLUMAR | Integrated Report 2022



Follow us Blumar Seafoods

