



RESULTS REPORT
THIRD QUARTER 2018
November 30, 2018

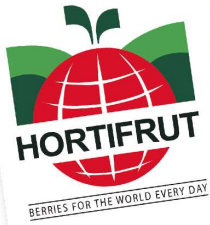


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1. Relevant Facts
2. Summary of Consolidated Results Sep-18
3. Summary of Consolidated Results Jul18-Sep18 Season
4. Results per Business Segment





RELEVANT FACTS

Purchase Price Allocation of the Blueberries Business in Perú

PURCHASE PRICE ALLOCATION DETAIL		ThUS\$
Cash		147,674
Hortifrut Shares		212,042
Contingent Contribution		6,506
Price Paid for the Acquired Equity		366,222
Minority Interest		77,865
Price Paid for Equity at 100%		444,087
Historic Net Assets		-107,052
Estimation of the fair value of the assets acquired		
Land		-11,164
Constructions and infraestructure		-10,661
Machinery and equipment		-1,189
Plantations		-222,189
Others		-6,898
Deferred tax liabilities		68,067
Total adjustment		-184,034
Total net assets at fair value		-291,086
Goodwill as of July 3, 2018		153,001

- 1 The payment in shares consisted in the transfer of 90,026,052 shares, valued at 09/30/2017 in CLP 1,500 per share, with an Exchange rate of 636.85 (USD/CLP).
- 2 The Earn-out was defined based on the differences between the target and the projected results. The Administration estimated a value of US\$ 6.5 million.
- 3 The minority interest is recognized at fair value amounting to US\$ 78 million (50% of Hortifrut Tal S.A.C.)
- 4 Based on an independent analysis by market approach, a revaluation of the land of US\$ 11 million was estimated.
- 5 Based on an independent analysis by income approach, a revaluation of the plantations of US\$ 222 million was estimated.
- 6 As a result, a Goodwill of US\$ 153 million is generated.



RELEVANT FACTS

Purchase Price Allocation of the Blueberries Business in Perú

DETAIL OF ASSETS AND LIABILITIES VALUE UPDATE	Accounting	Fair Value	Adjustment
	Value ThUS\$	ThUS\$	ThUS\$
Assets			
Cash and cash Equivalents	7,065	7,065	0
Other current non-financial assets	2,126	2,126	0
Current trade debtors and other accounts receivable	2,680	2,680	0
Current accounts receivable from related entities	13,550	13,550	0
Inventories	23,725	23,725	0
Biological assets, current	0	0	0
Current tax assets	2,684	2,684	0
Property, plant and equipment	121,097	151,009	29,912
Biological assets, non-current	43,366	265,555	222,189
Deferred tax assets	5	5	0
Total Assets	216,298	468,399	252,101
Liabilities			
Other current financial liabilities	-70,423	-70,423	0
Current trade accounts and other accounts payable	-6,408	-6,408	0
Other current provisions	-15,402	-15,402	0
Current provisions for employee benefits	-505	-505	0
Other non-current financial liabilities	-2,376	-2,376	0
Deferred tax liabilities	-14,132	-82,199	-68,067
Total Liabilities	-109,246	-177,313	-68,067
Equity	107,052	291,086	184,034

- Here we present the adjustment experienced by the assets and liabilities of the Peruvian productive companies involved in the transaction, as a result of the distribution of the purchase price of the blueberries business in Peru.
- Assets increased by US\$ 252 million due to higher value of biological assets and fixed assets, while liabilities increased US\$ 68 million due to the deferred tax effect of such revaluations.
- Thus, the equity of these companies increased by US\$ 184 million.
- The Goodwill of US\$ 153 million generated is allocated to the investment companies that own the Peruvian productive companies involved in the transaction.

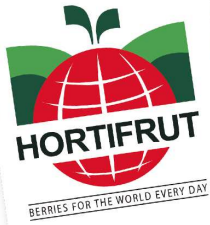
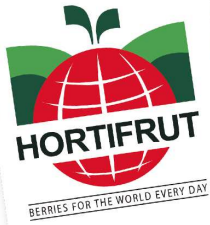


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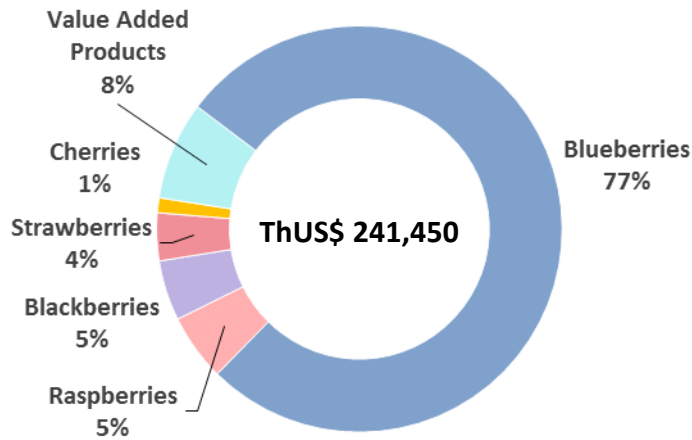




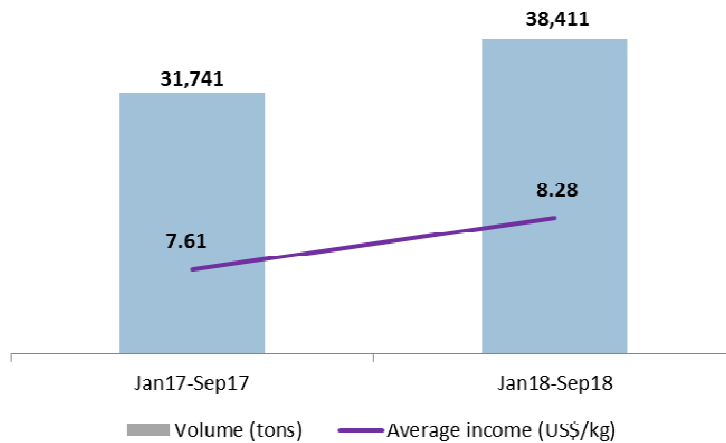
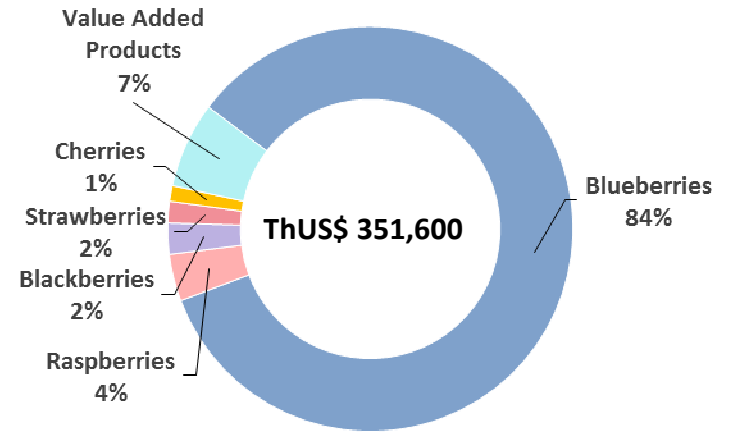
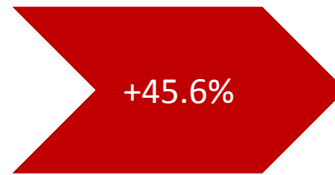
SUMMARY OF CONSOLIDATED RESULTS SEP-18

Jan17-Sep17

Jan18-Sep18

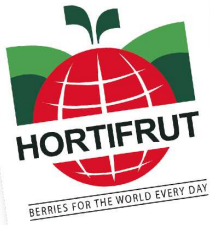


CONSOLIDATED INCOMES

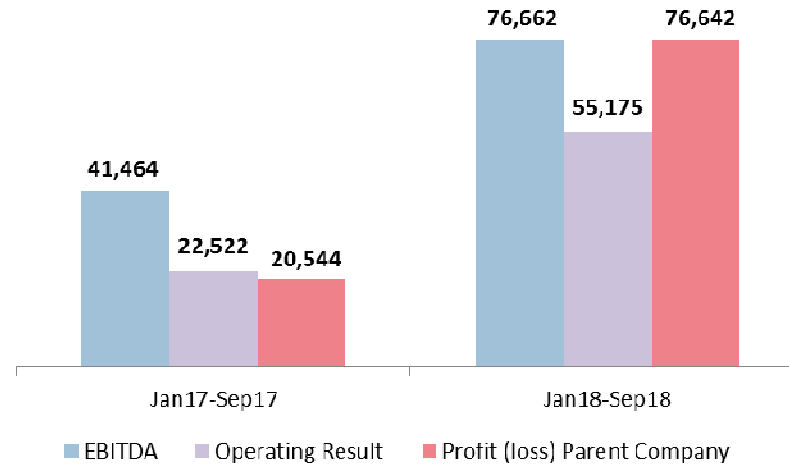


- The income increase of ThUS\$ 110,150 at sep-18 includes mainly the effect of a higher distributed volume from Peru and ThUS\$ 33,500 of valorization of fruit in “bearer plants”, compare with only ThS\$1.640 on sep-17.

NOTE: the average income for ene18-sep18 period excludes ThUS\$ 33,500 of valorization of fruit in “bearer plants”.



CONSOLIDATED RESULTS SEP17 vs SEP18



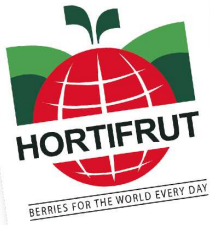
- EBITDA Variation: **+ 84,9%** (more distributed volume from Peru, besides valorization of fruit in “bearer plants”)
- Operating Result Variation: **+145,0%** (the same effects as in EBITDA, besides higher depreciation for the incorporation of Peruvian assets and lower amortization due to sale of plants)
- Profit (loss) to Parent Company Variation: **+ 273,1%** (effects on operating result, besides US\$44,5 millions of net income due to recognition of higher value in 50% of Hortifrut Tal S.A.C. that was already owned by Hortifrut, as a result of the purchase and merger in Peru)



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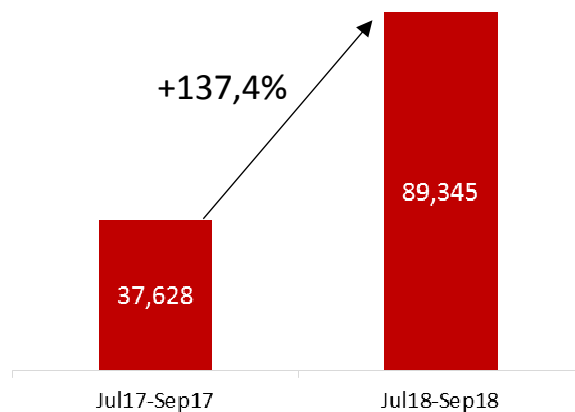




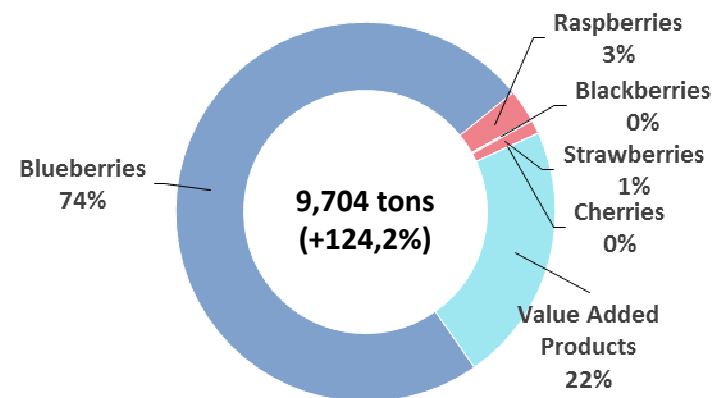
EBITDA OF ThUS\$ 50,603 IN T18/19 SEASON

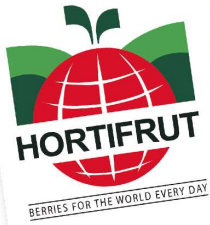
- EBITDA in Jul18-Sep18 Season increased in ThUS\$46,404 with respect to what was registered in Jul17-Sep17 Season, associated with the higher distributed volume from own fields in Peru and the valorization of fruit in “bearer plants” of ThUS\$33,486 (compared with only ThUS\$1,640 a year before).
- The distributed volume increased 124,2% reaching 9,704 tons, with growth of Blueberries, Raspberries and Value Added Products segments.
- Increased of 19.3% of the average price per kilo, with prices decreased of all the business segments, except for Strawberries. However, the increase is explained by the higher proportion for Blueberries in the sales mix, a segment that registers the highest prices and with relevant volume.

Consolidated Incomes (ThUS\$)



Volume Distributed



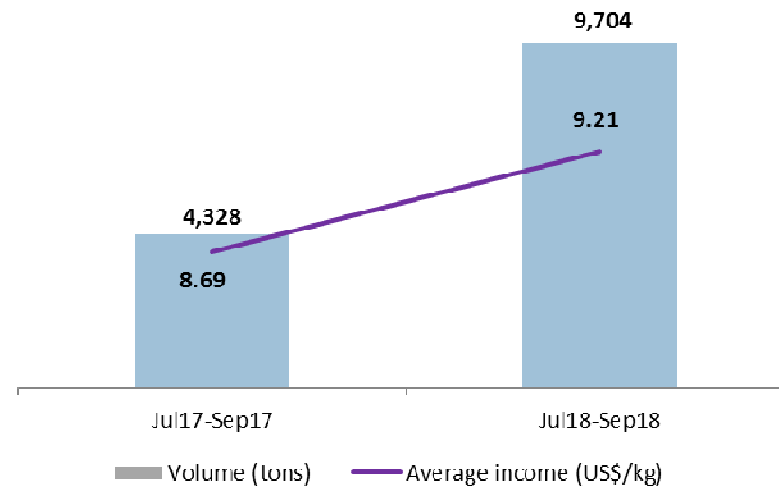
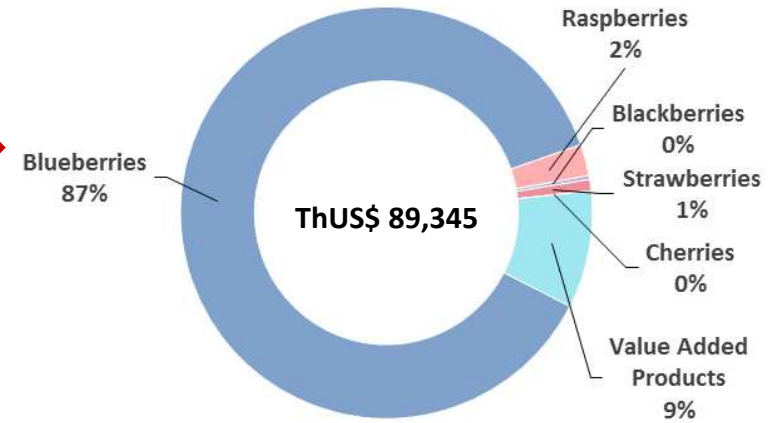
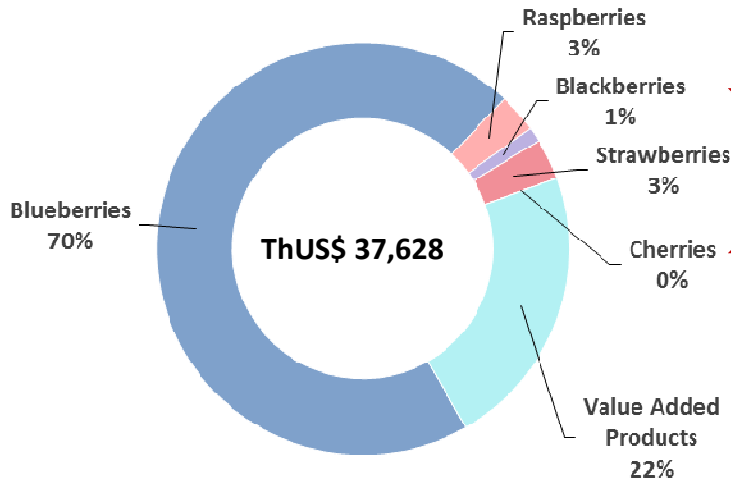


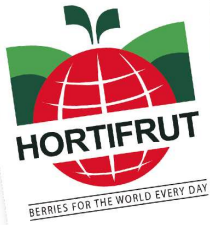
CONSOLIDATED INCOME EVOLUTION

CONSOLIDATED INCOMES

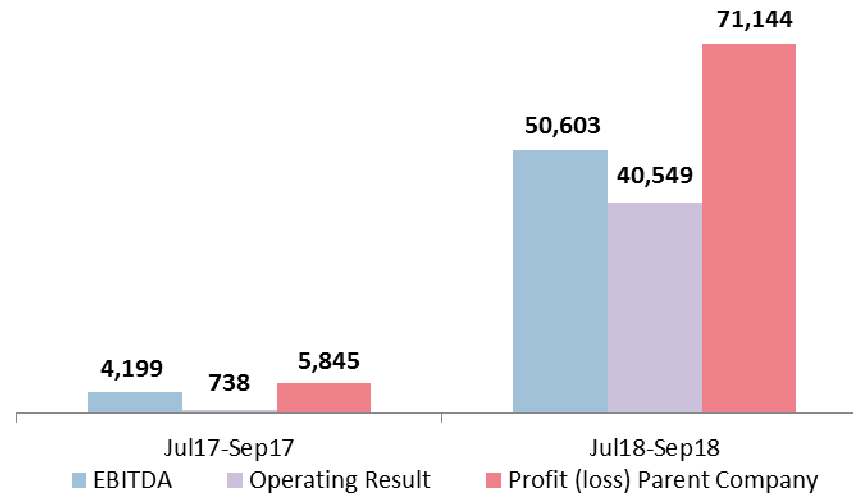
Jul17-Sep17

Jul18-Sep18

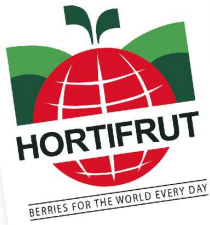




CONSOLIDATED RESULTS JUL18-SEP18



- EBITDA Variation: **+MMUS\$ 46,4** (more distributed volume from Peru, besides valorization of fruit in “bearer plants”)
- Operating Result Variation: **+MMUS\$ 39,8** (the same effects as in EBITDA, besides higher depreciation for the incorporation of Peruvian assets and lower amortization due to sale of plants)
- Profit (loss) to Parent Company Variation: **+MMUS\$ 65,3** (effects on operating result, besides US\$44,5 millions of net income due to recognition of higher value in 50% of Hortifrut Tal S.A.C. that was already owned by Hortifrut, as a result of the purchase and merger in Peru)

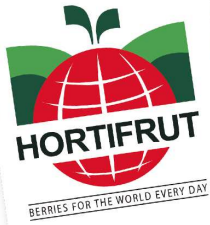


NON-OPERATING RESULTS

	Jul17-Sep17		Jul18-Sep18		Var %
	ThUS\$	% Rev.	ThUS\$	% Rev.	
Financial income	518		353		-31.9%
Financial expenses	-1,044		-5,274		405.2%
Share of profit of equity - accounted investees	7,256		-1,724		-123.8%
Other profit (loss)	-10		60,917		-609,270.0%
Exchange rate differences	-2,171		311		-114.3%
Non Operatig Result	4,549	12.1%	54,583	61.1%	1,099.9%

Main variations:

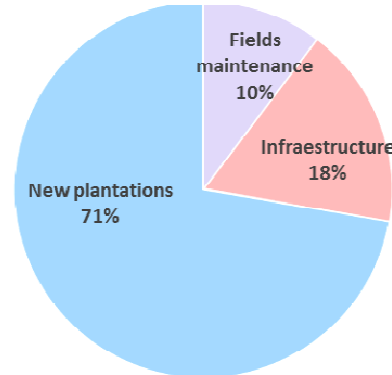
- **Net Financial Expenses:** increased due to a higher level of average debt, linked to the financing of the purchase and merger of the blueberries business of Grupo Rocío in Peru, to the incorporation of the existing debt in the businesses acquired in this transaction and to the working capital necessary for the Operations in Peru.
- **Participation in associates:** the decreased is mainly explained because Hortifrut Tal S.A.C. was included in the perimeter of consolidation in the financial statements of Hortifrut due to the transaction in Peru, company that generated most of the profit in associates registered during 3Q18
- **Exchange difference:** during the Jul18-Sep18 period, this result was influenced by the depreciation of the Euro against the United States Dollar, compared with an opposite movement of the Exchange rate in the same period of 2017.



INVESTMENT AND INDEBTEDNESS

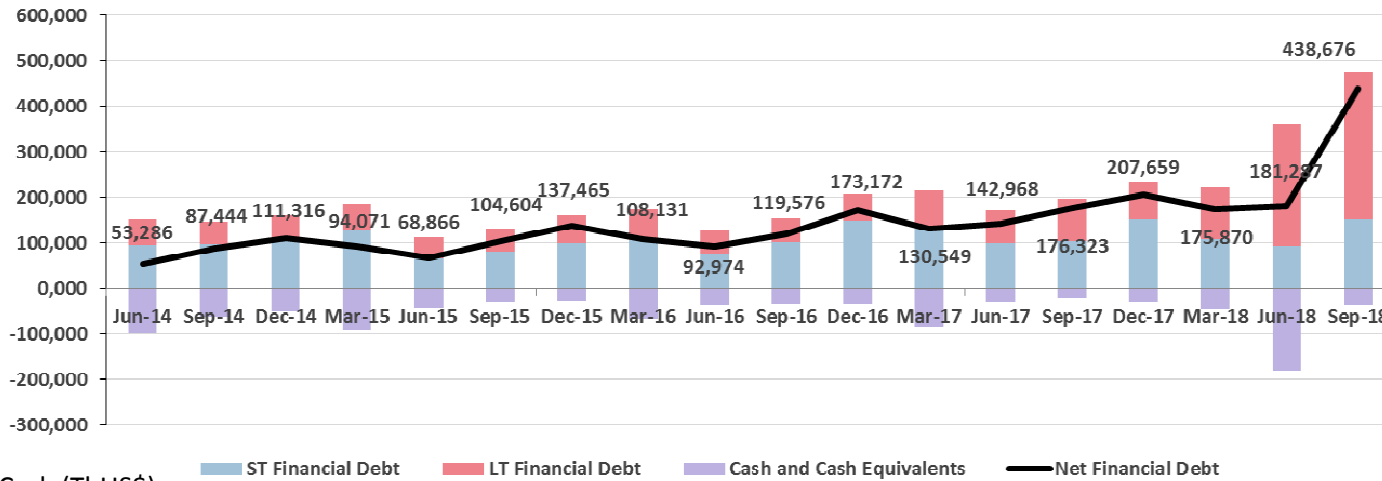
INVESTMENT 3Q18

ThUS\$ 18,805
(-24%)



The investment in new plantations correspond to the projects in Peru and China, mainly.

Debt (ThUS\$)



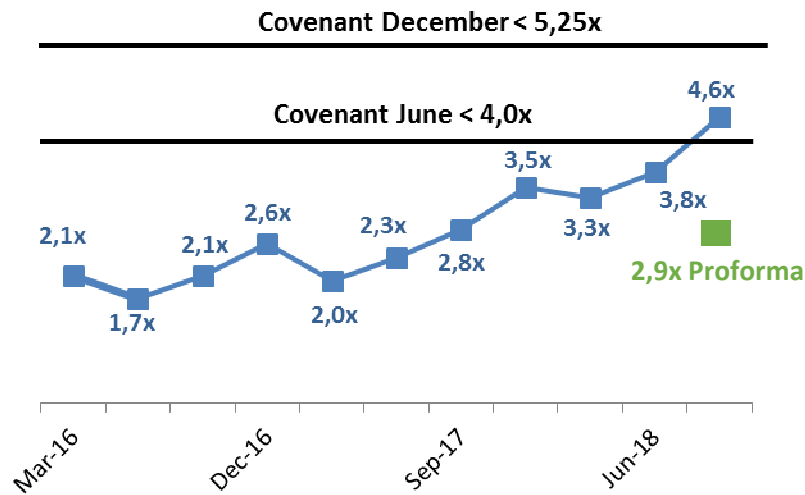
Cash (ThUS\$)

Increase in net financial debt due to financing of purchase and merger in Peru, existing debt in business acquired and working capital of operations in Peru.

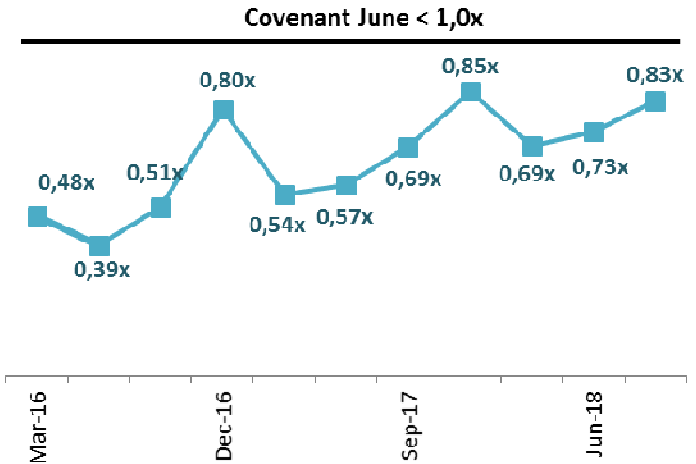


DEBT COVENANTS

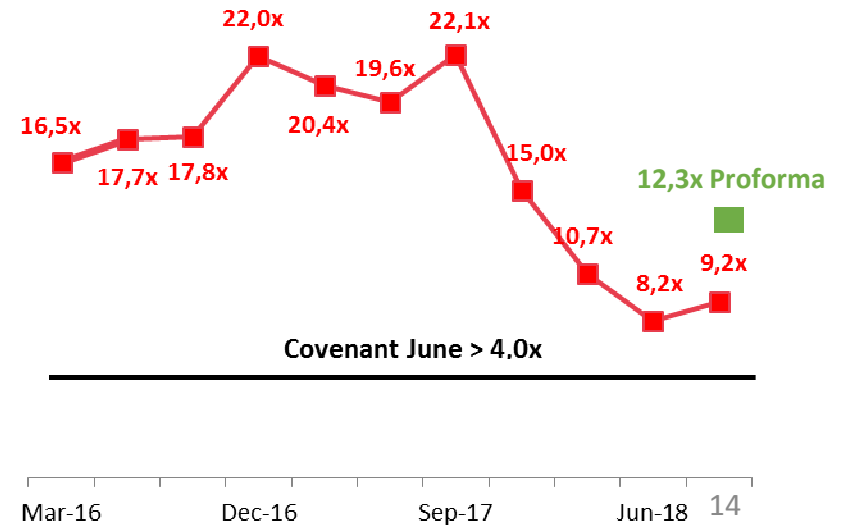
Net Financial Debt / EBITDA



Net Financial Debt / Total Equity



EBITDA / Net Financial Expenses



Mar-16 Dec-16 Sep-17 Jun-18 14

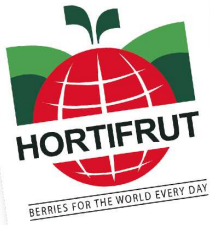


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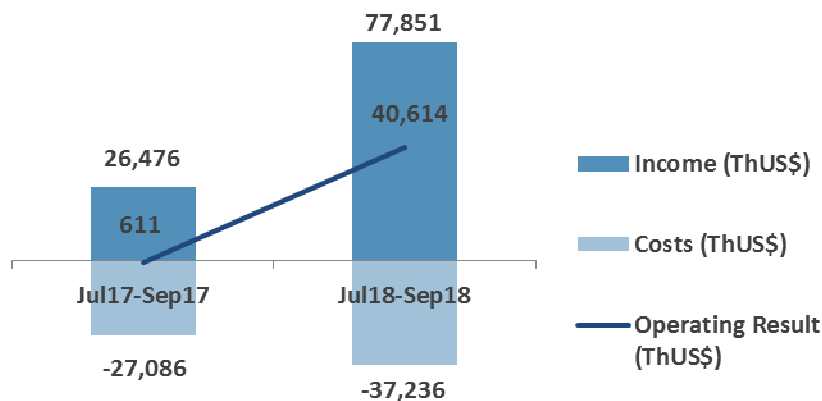




BLUEBERRIES



- **Growth 194.0% of sales:** +255.3% volumen and -2.0% of average price per kilo, in addition to ThUS\$ 33,486 of valorization of fruit in “bearer plants”.
- The increase in the distributed volumen is mainly due to increase of the fruit from Peru, both by to the purchase and merger operation carried out recently, and by the maturation of the plantations that were owned by Hortifrut before this transaction.
- The reduction of the average price per kilo is associated with the greater volume of this fruit available in the market in this production window, due to the increase in volumes of Peruvian industry.



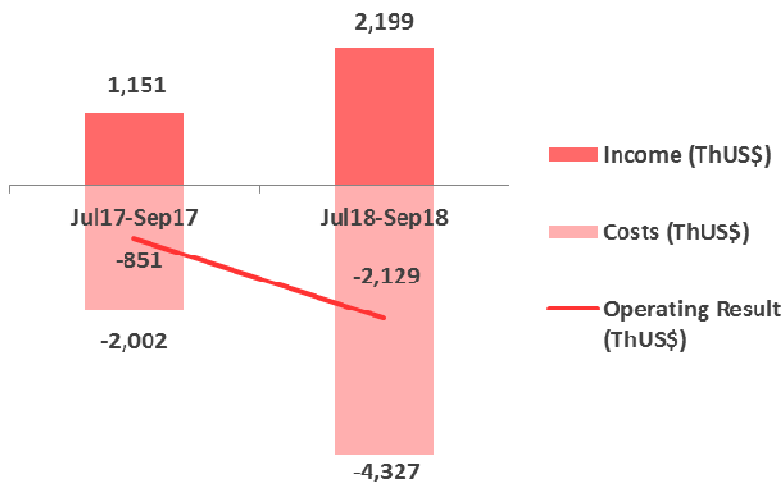
Blueberries	Jul17-Sep17	Jul18-Sep18	Var %
Sales volume (kilos)	2,018,342	7,170,279	255.3%
Percentage of the total	46.6%	73.9%	
Average Price (US\$/kg)	11.24	11.02	-2.0%



RASPBERRIES



- **Decrease in revenues of 91.0%:** +107.5% volume and -7.9% average price per kilo.
- The increase in volume is explained to the good performance of our own plantations in Mexico during the 3Q18, registering higher levels of productivity than in previous years.
- The average price per kilo decreased due to greater availability of fruit in the US market.
- Despite this, the operating margin deteriorated due to differences in the season's cost activation methodology, impacting the monthlyzation of the results, but not the results of the entire season.



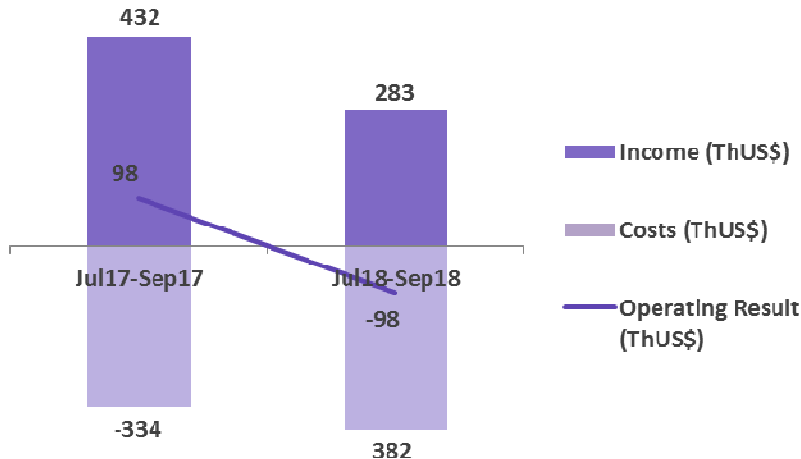
Raspberries	Jul17-Sep17	Jul18-Sep18	Var %
Sales volume (kilos)	127,174	263,873	107.5%
Percentage of the total	2.9%	2.7%	
Average Price (US\$/kg)	9.05	8.33	-7.9%



BLACKBERRIES



- **Decrease of 34.4% of sales:** -32.4% volume and -2.9% average price per kilo..
- The fall in volume is explained by the delay in the production of the Hortifrut blackberries fields in Brazil (8has), the only origin of this fruit during the quarter under analysis.
- The reduction of the sale price does not mark a trend, since it only refers to prices for the Brazilian local market, within which a very small volume is sold in the industry and for Hortifrut.
- During 4Q18, the commercialization of blackberries in USA from Mexico began, where most of this fruit for Hortifrut comes from.



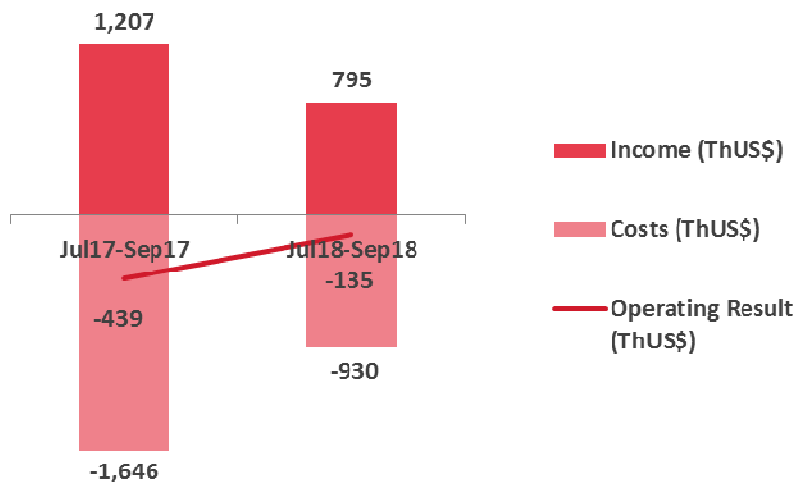
Blackberries	Jul17-Sep17	Jul18-Sep18	Var %
Sales volume (kilos)	21,933	14,820	-32.4%
Percentage of the total	0.5%	0.2%	
Average Price (US\$/kg)	19.69	19.12	-2.9%



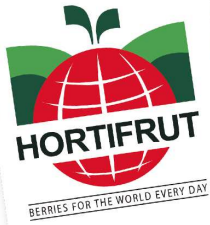
STRAWBERRIES



- **Decrease of 34.2% of sales:** -37.5% volume and +5.4% average price per kilo.
- The decrease in the volume traded is explained by less planted hectares compared with the last season, besides a delay in the harvest of this fruit in Chile due to adverse climatic events.
- The higher sale price is explained by the lower availability of this fruit in the Chilean market, the main origin and destination of the Hortifrut strawberries during the third quarter of the year.



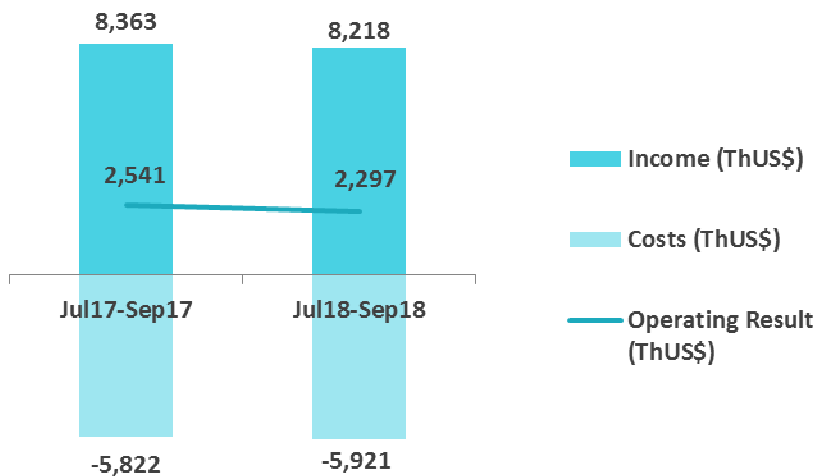
Strawberries	Jul17-Sep17	Jul18-Sep18	Var %
Sales volume (kilos)	179,750	112,302	-37.5%
Percentage of the total	4.2%	1.2%	
Average Price (US\$/kg)	6.71	7.08	5.4%



VALUE ADDED PRODUCTS



- **Decrease of 1.7% of sales:** +8.2% volume and -9.2% average price per kilo.
- The increase in volume is mainly explained by a greater demand of frozen products in the US market during 3Q18.
- However, the increase in volume was accompanied by a fall in prices due to the increase in the share of conventional fruit in the sales mix, which is sold at lower prices than organic fruit.



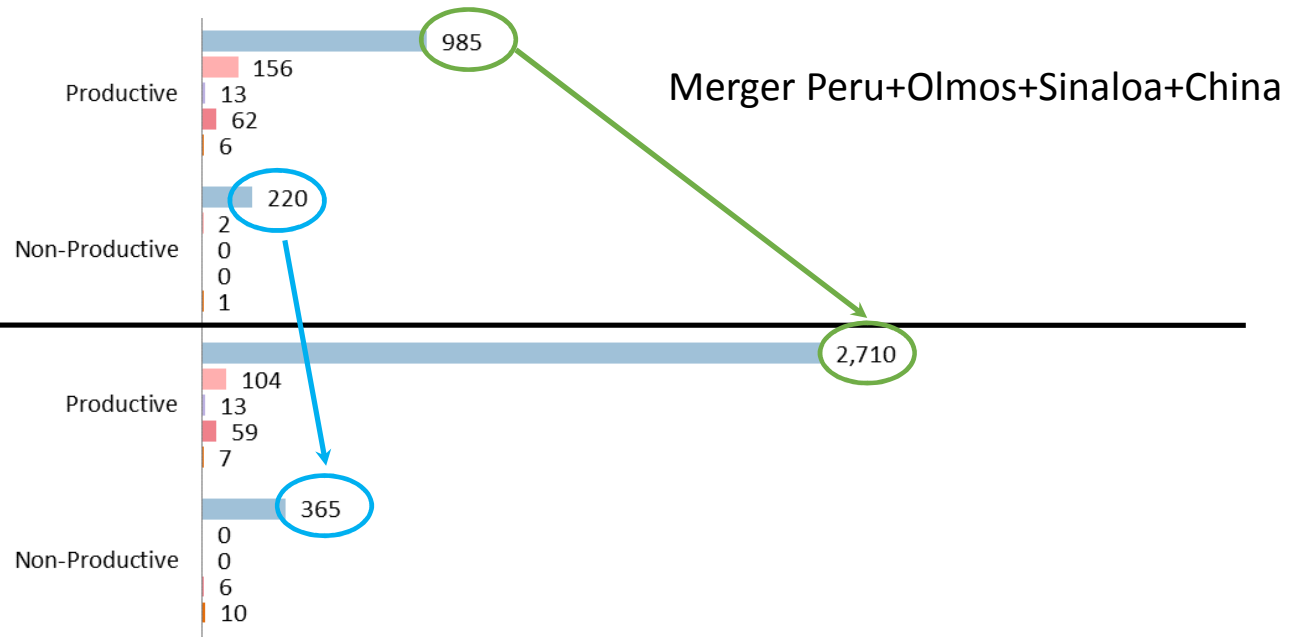
Value Added Products	Jul17-Sep17	Jul18-Sep18	Var %
Sales volume (kilos) ⁴	1,980,968	2,142,785	8.2%
Percentage of the total	45.8%	22.1%	
Average Price (US\$/kg)	4.22	3.84	-9.2%



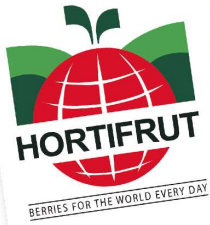
EVOLUTION OF PLANTED HECTARES

Sep-17
1,444 has.

Sep-18
3,274 has.



- In addition to the previous Surface, there are 331 hectares planted (220 hectares in productive status) in projects belonging to associated companies, which do not consolidate in the Hortifrut Financial Statements:
 - ❑ 237 hectares of blueberries in pots in Munger Hortifrut NA LLC. (USA), of which 128 hectares were in productive status.
 - ❑ 17 hectares of raspberries and blackberries in Hortifrut Berries Maroc S.R.L. (Morocco), of which 15 hectares were in productive status.
 - ❑ 77 hectares of blueberries in Margesi S.A. (Argentina), all of which were in a productive state.



CONCLUSIONS

EBITDA

US\$ 50.6 million in 3Q18
(+US\$ 46.4 million)

- Higher volume of fruit from Peru and valorization of fruit in bearer plants.
- Slight price reduction in blueberries despite significant volume growth.

PERU MERGER

- Materialized on July 3, 2018.
- Operation in full production and export according to the expected.
- Financial Statement as of sep-18 includes distribution of purchase price among recognizable assets.
- Profit of US\$44,5 million generated by revaluation of 50% of Hortifrut Tal S.A.C.



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