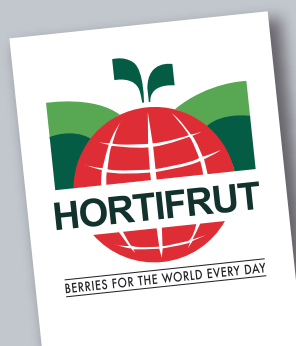


# ANNUAL REPORT 2016



A close-up photograph of various berries. In the foreground, a large blueberry is on the left, and a cluster of raspberries is in the center. To the right, there are blackberries. The background is blurred, showing more raspberries and a wooden surface.

BERRIES FOR THE





WORLD EVERY DAY



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CHAIRMAN'S LETTER







## DEAR SHAREHOLDERS AND COLLABORATORS,

2016 has been a year of great realizations and accomplishments at Hortifrut, which position and consolidate the future of our company daily.

In relation to investors, two large initiatives stand out during last year. The first is the Joint Venture with the Munger family in California and Oregon in the United States, with over US\$ 26 million in investments during the year, out of a total of around US\$ 55 million that Hortifrut will invest in the development of the complete Project and that, together with our partner, reaches a total investment of US\$ 110 million in organic plantations with high technology, project that represents a very relevant milestone in the Company's history, when consolidating production in all the Pacific Ocean coast, from the south of Chile to the west coast of the United States.

The second initiative is the continuation of the plantations and the construction of cold and packing plants in Peru, both at the Trujillo Project and at the Olmos Project, with over US\$ 14 million in investment for Hortifrut in the current year, with 650 hectares planted by the end of the 2016/2017 season, of a total of 1,100 hectares that will be completed in 2018. These projects have already demonstrated very high productivity.

Apart from these investments, there are other smaller ones, which are just as important for the Company's development, such as the expansion of our operations in Spain with the purchase of a new farm in Galicia to extend even more the months of production in Europe; the establishment of a blueberry plantation in pots at a commercial scale, highly technified, in the north of Chile, and several improvements in cold and selection technology and packing at Hortifrut's packing to improve the post-harvest life of our berries.

Regarding Innovation and Technology, during 2016 Hortifrut's 2nd Innovation and Technology Fair took place with singular success, oriented to providing applied solutions to our producers. Here there were presenters at a global level and a varied sample of industry suppliers, with a strong focus on innovation, focused on strengthening, backing and financing agricultural enterprise, with the main objective to provide applied technologies and solutions for our producers.



In the genetic's area, the Company continues to develop new and better varieties, in blueberries, raspberries and blackberries, strengthening its future and that of its producers by improving the quality standards of our products and by increasing the productivity of the plantations. For Hortifrut this has been and will continue to be one of the fundamental pillars of our investments.

In the commercial area, we continue to increase our sales volumes with strategic customers at a worldwide level and by incorporating the most important supermarket chains which have risen in different areas of the planet. We feel proud of the quality of the customers that we have reached through our trade platforms, Naturipe in the United States and Asia, Euroberry in Europe, and SVA Fruit and Joyvio in China, customers that have trusted Hortifrut as their main supplier and, in many cases, their exclusive supplier.

Hortifrut continues to work to consolidate the leadership of these platforms, visualizing an important growth potential in the world markets, in countries with a high current consumption, in regions like Europe that are just now starting to grow, and in countries where they are just starting their consumption of berries with great enthusiasm, factors that allow us to visualize a sustained Company growth in the future. Part of this growth is reflected in the start-up of imports into China from Peru and Mexico during 2016, countries where Hortifrut has important investments.

Another great accomplishment was to create a new line of business at our Naturipe Farms platform, called "Naturipe Avocado Farms", formed by excellent Chilean, Peruvian and Mexican avocado producers, who will distribute through our platform, thus adding new and valuable fruit to our pallet, with a huge growth potential in this market.

Within the scope of productive and environmental sustainability, Hortifrut has accompanied the growth of its production with new technologies, which have allowed it to reduce environmental contamination and decrease water consumption. In relation to social sustainability, for several years the Company has been developing a series of initiatives that promote the wellbeing of our collaborators, their family and the community in general. Some examples of these initiatives are:

- Dental Mobile Clinic, which consists on free general dental care for permanent and temporary collaborators and their children, through mobile services prepared for said activities, that visit the Company's different productive units.
- Hortifrut Bike Ride, sports activity that takes place once a year to encourage sport and fellowship between the collaborators of our different subsidiaries.
- Virquenco Corporation, which provides sports, social and cultural benefits for the community of Villa Virquenco, Region VIII, where Hortifrut has its most important productive unit.
- Donations and sponsorship for non-profit Foundations, consisting on different activities where the Company and its collaborators voluntarily back a socially vulnerable group.

In relation to numbers, Hortifrut has continued to grow in every aspect. During 2016 sales were recorded for US\$ 429 million, representing a 23% expansion in relation to what was recorded in 2015, thanks to the commercializing of 51.5 million kilos of Berries. This allowed an EBITDA of US\$ 66.9 million to be generated, with a growth rate of 40% in relation to last year. Likewise, US\$ 60.4 million were invested and our assets grew from US\$ 471 million as of December 2015 to US\$ 546 million in December 2016.

Due to the excellent achievements reached during 2016 and during all of Hortifrut's history, I would like to thank our producers and our collaborators, since none of this would have been possible without them. All the aforementioned allow us to look at Hortifrut's future with optimism.

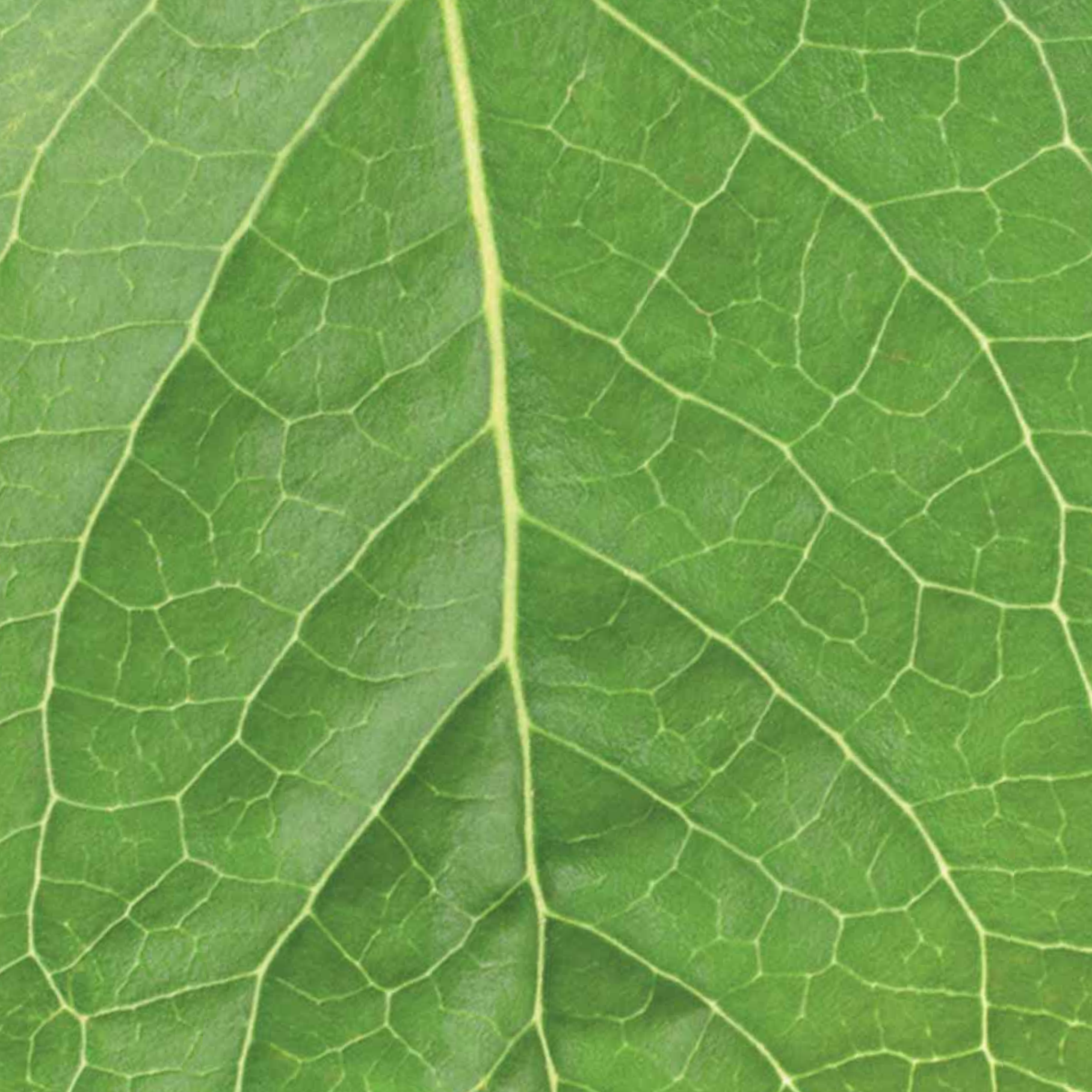


**Víctor Moller Schiavetti**  
Chairman Hortifrut S.A.



OUR COMPANY









## COMPANY INFORMATION

HORTIFRUT S.A.  
RUT 96.896.990-0

### MAIN OFFICES

Av. Del Cóndor 600, 4th floor, Huechuraba, Santiago, Chile  
Tel: +56 2 2479 2610 - Fax: +56 2 2479 2679

### STOCK MARKET CODE

HF: Bolsa de Comercio de Santiago

### FINANCIAL INFORMATION

Gabriela Rojas Violic, Investor Relations - Hortifrut S.A.  
Av. Del Cóndor 600, 4th floor, Huechuraba, Santiago, Chile  
Tel: +56 2 2479 2618

### SHAREHOLDER CONSULTATION

Central Stock Exchange  
Huérfanos 770, 22nd floor, Santiago, Chile  
Tel: +56 2 2393 9003 - Fax: +56 2 2393 9101  
Mail: [atencionaccionistas@dcv.cl](mailto:atencionaccionistas@dcv.cl)

### INDEPENDENT AUDITORS

PricewaterhouseCoopers Consultores, Auditores y Compañía Ltda.  
Avenida Andrés Bello 2721, 5th floor, Santiago, Chile  
Tel: +56 2 2940 0000

### WEBSITE

Complete information regarding Hortifrut:  
[www.hortifrut.com](http://www.hortifrut.com)

## V I S I O N

- > TO BE THE WORLD LEADER IN THE BERRIES CATEGORY

## M I S S I O N

- > BERRIES FOR THE WORLD, EVERY DAY

## B U S I N E S S M O D E L

- > BASED ON STRATEGIC ALLIANCES
- > JOINING THE SOUTHERN HEMISPHERE WITH  
THE NORTHERN HEMISPHERE
- > TRADE PLATFORMS AND OWN BRANDS
- > INTEGRATING OF THE BUSINESS FROM GENETICS  
TO THE FINAL CUSTOMER
- > SUPPLYING THE BEST CUSTOMERS IN THE MAIN  
GLOBAL MARKETS



## **GLOBAL COMPANY**

**HORTIFRUT** TOGETHER  
WITH ITS PARTNERS  
IS **N°1** IN BLUEBERRY  
SALES AND  
**N°2** IN THE SALE  
OF BERRIES AT  
A GLOBAL LEVEL



**30 distribution centers** in the world.

Commercial presence in **37 countries.**

**Over 400 customers** in the whole world.

**Over 700 Berries producers** in 7 countries.

Main investment focus: **INNOVATION.**

**Strategic Alliances** in North America, Europe and Asia.





OVER 30 YEARS  
DELIVERING BERRIES  
TO THE WORLD







1983

- > Hortifrut begins its operations in Chile.

1984

- > Hortifrut becomes the first Chilean Company to export Berries to the United States in counter-season.

1985

- > Hortifrut inaugurates a distribution and commercialization office in the United States.

1988

- > Hortifrut concretes the first strategic alliance when it associates with the Californian Company Coastal Berries.

1989

- > Hortifrut defines its business model: vertical integration and offer during the 52 weeks of the year.

1990

- > Hortifrut invites the main Berries producers from the United States, they purchase the Naturipe® Brand and form Naturipe Farms.

2001

- > Start up of the genetic development program for Blueberries, Raspberries and Blackberries.

2004

- > Hortifrut and Atlantic Blue create Euroberry Marketing, in charge of distributing and commercializing in Europe.

2007

- > The President of the Company receives the ICARE prize for businessman of the year.

16

1983

1984

1985

1986

1987

1988

1989

1990

1995

1999

2000

1986

- > First export of Berries from Chile to Europe under its brand Southern Sun.
- > Berries crop is expanded to Blackberries, Blueberries, Raspberries and Sarsaparillas

1987

- > First export of Berries to Asia from Chile.

1995

- > Export and producer subsidiaries are created in Mexico and Guatemala.

1999

- > Hortifrut Argentina is created.

2000

- > Hortifrut Spain is created together with the main Blueberries producer in Spain.

2008

- > Hortifrut becomes the largest organic Blueberry producer in the world.
- > It receives the Marketer of the Year prize (PMA Produce Marketing Association USA).
- > Opens a distribution office in Brazil.
- > Implementing of SAP system.





## 2010

- > Begins the Ready to Eat ("RTE") program.

## 2011

- > Hortifrut and its partner Munger Brothers receive the prestigious award for innovation for the RTE product in the PMA USA.

## 2013

- > Merger with VitalBerry Marketing SpA, the second largest Blueberries exporter in the Southern Hemisphere, leading Berries supplier to Europe and Asia in counter-season.
- > Hortifrut has been delivering Berries to the world for 30 years, every day of the year.

## 2015

- > Constitution of a second company in Peru, HFE Berries Perú SAC, for the development of another productive focus in this country.
- > Launching of the Agrinnovation and Blue Challenge Platform.

2001

2004

2007

2008

2010

2011

2012

2013

2014

2015

2016

17

## 2012

- > Start supplying RTE Blueberries to food-service leaders.
- > Successful entrance into the stock market, raising over 67 million dollars in capital.
- > 2012 Agricultural Innovation Prize for Víctor Moller Schiavetti, for having contributed in a relevant manner to transforming the national agro-forestry and food sector and the economic, productive and technological process in the country.

## 2014

- > Entrance into the Peruvian market as producer and exporter of Berries through the Hortifrut-Tal SAC company.
- > Association with the Argentine company Expofresh for the production and commercializing of early fruit.
- > Signing of Joint-venture in China for genetic - productive development.
- > Development of the 1st Hortifrut Technology and Innovation Fair

## 2016

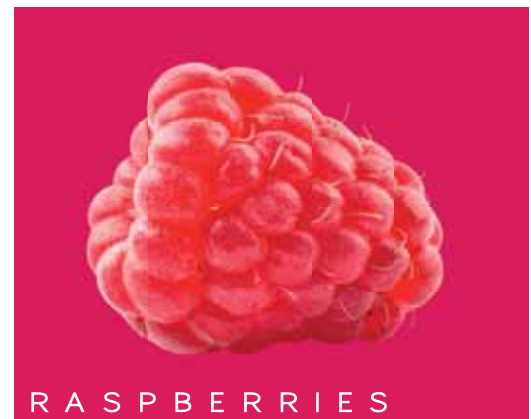
- > Entrance into the North American market as a Berries producer through the Company Munger Hortifrut North America, LLC., in association with Munger Brothers.
- > Development of the 2nd Hortifrut Technology and Innovation Fair.

# HEALTH BENEFITS OF OUR FRUIT



## B L U E B E R R I E S

- Fights diabetes.
- Used as an antibiotic, anti-inflammatory, antidiarrheal.
- Helps improve vision problems.
- Prevents cancer.
- Prevents ageing, heart illnesses and Alzheimer.



## R A S P B E R R I E S

- Accelerates bowel transit.
- Reduces the risk of colon cancer.
- Reduces the risk of degenerative and cardiovascular disease.
- Is especially indicated during pregnancy, nursing, smoking, use of certain medicine, stress and decreased defenses, practicing of intense sports, cancer, AIDS and chronic inflammatory illnesses.
- Its consumption is very convenient in the case of high blood pressure and blood vessel or heart conditions.





## STRAWBERRIES

- Avoids skin ageing.
- Increases collagen.
- Reduce muscle or bone pains.
- Avoids menstrual pain.
- Reduces effects of menopause.
- Improves the functions of the immune system.
- Reduces stress levels.
- Avoids esophagus cancer.
- Stimulates long term memory.



## PHYSALIS

- Contributes to the reconstruction and strengthening of the optic nerve.
- Is used in the treatment of mouth and throat disorders.
- It is used against intestinal parasites.
- Favors the treatment of people with prostate problems.
- It is used as a natural tranquilizer.



## CHERRIES

- Reduces pain caused by arthritis, improves inflammatory conditions.
- Decreases the risk of Gout attacks.
- Reduces triglycerides, cholesterol, sugar and blood insulin levels.
- Regulates fat, glucose and controls blood pressure.
- Maximizes slow and deteriorated intestinal transit.
- It is diuretic and reduces liquid retention.
- Favors sleep and reduces insomnia.



## SARSAPARRILLA

- Highly recommended in the treatment of cellulitis, obesity or high blood pressure.
- Reduces cholesterol.
- Improves the mobility of the sick and decreases pain.
- It is a good remedy for the treatment of skin anomalies such as acne, eczema or dermatitis.
- Avoids inflammations of kidneys and urinary bladder.
- It is used in the treatment of sexually transmitted diseases.



## BLACKBERRIES

- Avoids cancer.
- Reduces arthritis pain.
- Decreases hot flushes, irritation and excess bleeding that takes place during menopause.
- Helps improve vision and avoids degeneration of eye sight.
- Favors the treatment of the urinary tracts in kidney infections.
- Avoids paralysis, eye problems and loss of hearing.

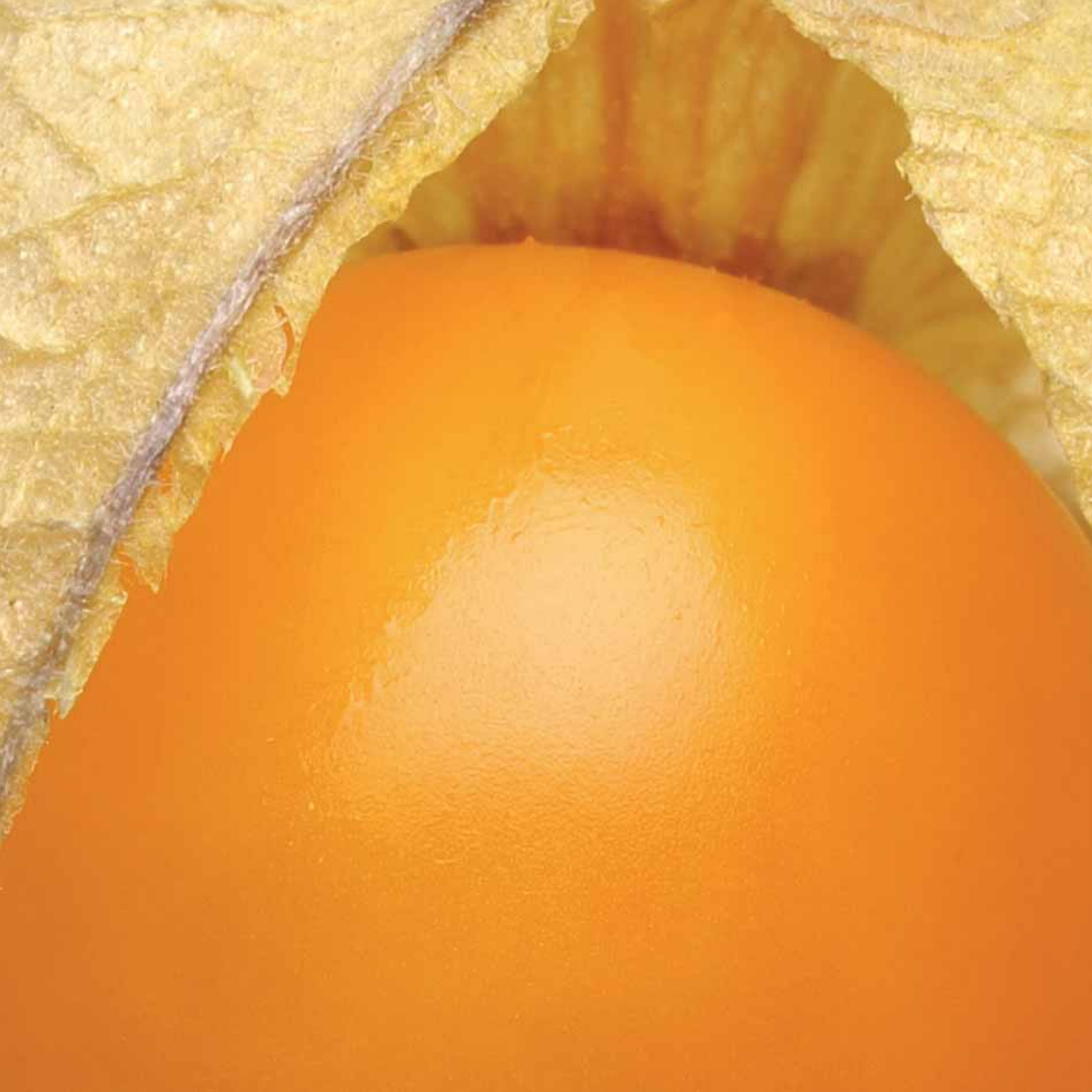


## CRANBERRIES

- Improves the healing of wounds.
- Clears arterial walls.
- Reduces cardiovascular attacks, heart attacks and all kinds of heart conditions.
- Avoids urinary infections.
- Reduces gum problems.
- It has anti-aging properties.
- Prevents cancer.



PROPERTY AND CONTROL





# PROPERTY AND CONTROL



As of December 31, 2016, Hortifrut S.A.'s corporate capital reached US\$ 136,410,969 and is distributed in 435,520,079 shares of a single series, all of which are subscribed and paid by its 93 shareholders.

## STRUCTURE OF THE PROPERTY

**30.0%**

Moller Family

**15.4%**

Investment Fund

**11.5%**

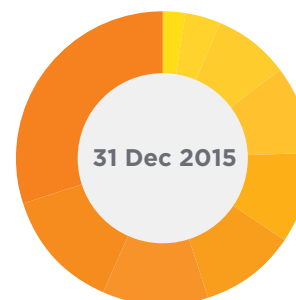
Ignacio del Río  
and Family

**10.6%**

Swett Family

**10.0%**

Novión Family



**9.7%**

Eduardo Elberg  
and Family

**6.4%**

Others

**4.0%**

Pension Funds

**2.3%**

Urzúa Family

**30.0%**

Moller Family

**16.1%**

Investment Fund

**11.5%**

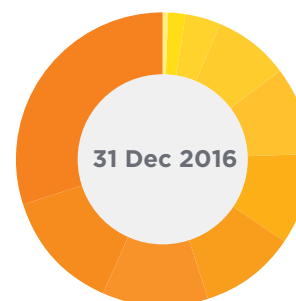
Ignacio del Río  
and Family

**10.6%**

Swett Family

**10.0%**

Novión Family



**9.7%**

Eduardo Elberg  
and Family

**4.7%**

Others

**4.9%**

Pension Funds

**2.3%**

Urzúa Family

**0.1%**

Mutual Funds

# IDENTIFICATION OF MAIN SHAREHOLDERS

Below is a detail of companies that on their own or together with others own 10% or more of the Company's capital as of December 31, 2016:

## MOLLER FAMILY

SHAREHOLDER'S NAME	RUT	%
Inversiones IMG Ltda.	77.813.860-3	28.10%
San Juan de Virquenco Tres S.A.	76.079.263-2	1.69%
Agrícola San Nicolás Ltda.	78.464.610-6	0.21%

## SWETT FAMILY

SHAREHOLDER'S NAME	RUT	%
Costanera SACI	95.819.000-K	6.91%
Agrícola Costanera S.A.	99.562.450-8	3.73%

## IGNACIO DEL RÍO AND FAMILY

SHAREHOLDER'S NAME	RUT	%
San José Farms S.A.	77.403.750-0	5.35%
Valles del Sur SpA.	76.243.329-K	3.10%
Exportadora San José Trading Ltda.	78.304.640-7	3.07%

## NOVIÓN FAMILY

SHAREHOLDER'S NAME	RUT	%
Inmobiliaria Alianza S.A.	79.500.050-K	6.79%
Comercial Epysa S.A. <sup>1</sup>	93.682.000-K	3.21%

<sup>1</sup> Considers 2,000,000 shares under the custody of MBI C. de B.



## 12 MAIN SHAREHOLDERS

In the following table is a list of the 12 main shareholders, indicating the number of shares and interest percentage that each of them has as of December 31, 2016:

NAME OF THE SHAREHOLDER	RUT	TOTAL	%
Inversiones IMG Ltda.	77.813.860-3	122,382,222	28.10%
Inmobiliaria Algeciras Ltda.	86.907.900-6	42,243,674	9.70%
Compass Small Cap Chile Fondo de Inversión	96.804.330-7	30,558,681	7.02%
Costanera SACI	95.819.000-K	30,079,545	6.91%
Inmobiliaria Alianza S.A.	79.500.050-K	29,552,009	6.79%
San José Farms S.A.	77.403.750-0	23,293,100	5.35%
Agrícola Costanera S.A.	99.562.450-8	16,239,705	3.73%
Siglo XXI Fondo de Inversión	96.514.410-2	14,862,006	3.41%
BTG Pactual Small Cap Chile Fondo de Inversión	96.966.250-7	14,716,189	3.38%
Comercial Epysa S.A. <sup>1</sup>	93.682.000-K	14,000,000	3.21%
Valles del Sur SpA.	76.243.329-K	13,480,494	3.10%
Exportadora San José Trading Ltda.	78.304.640-7	13,359,181	3.07%
TOTAL MAIN SHAREHOLDERS		364,766,806	83.75%
Other 81 Shareholders		70,753,273	16.25%
TOTAL SUBSCRIBED AND PAID SHARES		435,520,079	100.00%

## SHAREHOLDERS AGREEMENT

The Company is jointly controlled by the *Moller Group* and the *VitalBerry Group* through a Shareholders Agreement, subscribed on August 22, 2013. The *Moller Group* is formed by Inversiones IMG Ltda., San Juan de Virquenco Tres S.A. and Agrícola San Nicolás Ltda. The *VitalBerry Group* is formed by San José Farms S.A., Valles del Sur SpA, Exportadora San José Trading Ltda., Inversiones Antares SpA and Inmobiliaria Algeciras Ltda.

The Agreement covers 217,803,592 of Hortifrut S.A.'s shares, which represent 50.01% of the Company's capital (out of a total of 435,520,079 issued shares) through which they have control of the Company. The Agreement establishes limits to the free disposal of shares. However, as of December 31, 2016, the *Moller Group* and the *Vitalberry Group* together own 51.21% of the Company's capital.

<sup>1</sup> Considers 2,000,000 shares under the custody of MBI C. de B.



SHAREHOLDERS RELATED TO THE MOLLER GROUP

SHAREHOLDER	RUT	N° OF SHARES	PARTICIPATION
Inversiones IMG Ltda.	77.813.860-3	122,382,222	28.10%
San Juan de Virquenco Tres S.A.	76.079.263-2	7,344,255	1.69%
Agrícola San Nicolás Ltda.	78.464.610-6	929,550	0.21%
TOTAL		130,656,027	30.00%

STRUCTURE OF THE PROPERTY OF THE COMPANIES THAT FORM THE MOLLER GROUP



All of the aforementioned companies are directly or indirectly controlled by members of the Moller Family, who are detailed below:

- Francisca Moller Opazo 16.431.369-7
- Víctor Edmundo Moller Opazo 10.668.361-1
- Alberto Nicolás Moller Opazo 10.668.356-5
- Víctor Moller Schiavetti 4.435.579-5

## 26

**SAN JOSÉ  
FARMS S.A.**

**VALLES DEL  
SUR SpA.**

**EXPORTADORA  
SAN JOSE  
TRADING LTDA.**

**INVERSIONES  
TORCA LTDA.****INVERSIONES  
TORCA DOS LTDA.****INVERSIONES  
ALAMOS DEL RÍO S.A.**

**María Alicia del Río Álamos**  
17.702.965-3

• Ignacio del Río Goudie	6.921.717-6
• María Alicia Álamos Jordán	8.213.284-8
• Juan Ignacio del Río Álamos	13.829.298-3
• Josefina del Río Álamos	15.384.386-4
• Francisco del Río Álamos	14.120.674-5
• Lucas del Río Álamos	17.090.112-6
• María Alicia del Río Álamos	17.702.965-3

INMOBILIARIA  
ALGECIRAS LTDA.

23.04%  
Eduardo Elberg Simi  
6.038.150-K

61.11%  
Algeciras Holding SpA.  
76.125.318-2

11.39%  
Inversiones Algeciras Chile Ltda.  
76.611.485-7

4.46%  
Magda Sheward Mardones  
5.447.768-6

ALGECIRAS  
HOLDING SpA.

25.00%  
Inversiones Paula Elberg Ltda.  
77.255.150-9

25.00%  
Inversiones Karla Elberg Ltda.  
76.269.400-K

25.00%  
Inversiones y Asesorías  
Javiera Elberg Ltda.  
76.336.150-0

25.00%  
Inversiones y Asesorías  
Andrés Elberg Ltda.  
77.244.190-8

INVERSIONES  
ALGECIRAS  
CHILE LTDA.

99.99%  
Eduardo Elberg Simi  
6.038.150-K

0.01%  
Magda Sheward Mardones  
5.447.768-6

INVERSIONES  
PAULA ELBERG  
LTDA.

99.9997%  
Paula Elberg Sheward  
8.806.583-2

0.0003%  
Magda Sheward Mardones  
5.447.768-6

INVERSIONES  
KARLA ELBERG  
LTDA.

99.9997%  
Karla Elberg Sheward  
10.009.507-6

0.0003%  
Magda Sheward Mardones  
5.447.768-6

INVERSIONES  
Y ASESORÍAS  
JAVIERA ELBERG  
LTDA.

99.9999%  
Javiera Elberg Sheward  
17.995.778-7

0.0001%  
Magda Sheward Mardones  
5.447.768-6

INVERSIONES  
Y ASESORÍAS  
ANDRÉS ELBERG  
LTDA.

99.9999%  
Andrés Elberg Sheward  
8.548.412-5

0.0001%  
Magda Sheward Mardones  
5.447.768-6



All of the aforementioned companies are directly or indirectly controlled by those detailed below:

- |                          |              |
|--------------------------|--------------|
| • Eduardo Elberg Simi    | 6.038.150-K  |
| • Magda Sheward Mardones | 5.447.768-6  |
| • Paula Elberg Sheward   | 8.806.583-2  |
| • Karla Elberg Sheward   | 10.009.507-6 |
| • Javiera Elberg Sheward | 17.995.778-7 |
| • Andrés Elberg Sheward  | 8.548.412-5  |





BOARD



Hortifrut S.A. is administered by a Board formed by nine members, chosen by the Shareholders Meeting for a period of three years, at the end of which it must be totally renewed and its members can be re-elected indefinitely. The Board Members are remunerated for their performance in their positions and the amount of the remuneration is fixed annually by the Ordinary Shareholders Meeting.

At the Ordinary Shareholders Meeting held on April 30, 2014, a new Board was chosen,

because at the Board Session held on August 22, 2013 it was agreed to name in the position of Hortifrut directors Messrs. Ignacio del Río Goudie and Andrés Solari Urquieta in replacement of the directors Messrs. Juan Sutil Servoin and Heriberto Urzúa Sánchez, whose resignations took place on May 09 and August 16, 2013, respectively.

Likewise, the Board had agreed to name in the position of Company Vice Chairman, Mr. Andrés Solari Urquieta.

## AS OF DECEMBER 31, 2016, THE COMPANY'S BOARD

**Víctor Moller Schiavetti**  
Chairman

Businessman, Chairman of Hortifrut S.A., Director of Naturipe Farms LLC., Naturipe Foods LLC., Marbella CC., Corporación Cultural Virquenco and Inversiones IMG Ltda.

**Andrés Solari Urquieta**  
Vice Chairman

Business Administration Universidad Adolfo Ibáñez, MBA Universidad de Los Andes, General Manager of Algeciras Ltda., Vice Chairman of Banco Internacional and Director of Autosummit S.A., Bredenmaster S.A., Nexxo S.A., Inmobiliaria Alquife SAC, Algeciras S.A., Atton S.A., Mundocrédito S.A. and Patio Comercial S.A.

**Ignacio del Río Goudie**  
Director

Businessman. Chairman of Holding Agrícola San José Farms S.A., Director of Holding DERSA S.A. and Chairman of the Educational Foundation EducAraucanía.

**Víctor Edmundo Moller Opazo**  
Director

Agricultural Administration Escuela Agrícola de Paine, Post Graduate at Pontificia Universidad Católica de Chile. General Manager Hortifrut LATAM, Executive Director Holding IMG.





## IS MADE UP BY MESSRS:

**Germán  
Novión Verdugo**  
Director

Business Administration  
Pontificia Universidad  
Católica de Chile, MBA  
Anderson School at  
UCLA, Businessman,  
Agricultural, Managing  
Partner of family  
companies.

**Francisco  
Condon Schiavetti**  
Director

Agricultural Businessman.  
Director Corporación  
Marbella Country Club,  
Manager Agrícola Lumaco  
S.A., Inmobiliaria Curacaví  
S.A., Holding IMG., Global  
Organics S.A., Agrícola e  
Inmobiliaria Don Vitoco  
Ltda. and Agrícola y  
Ganadera Santa Rebeca  
Ltda.

**Alfonso Andrés  
Swett Opazo**  
Director

Business Administration  
Pontificia Universidad  
Católica de Chile, MBA and  
Scholar of the Class Duke  
University. General Manager  
Costanera S.A.C.I.; Executive  
Director of Forus S.A.;  
Director of Olisur S.A.,  
Inmobiliaria Costanera S.A.  
and Arteco S.A.; President of  
the National External  
Advisory Council CLAPES  
UC; Elective Counselor  
Sofofa and Professor of the  
Business Administration  
career of Pontificia  
Universidad Católica de  
Chile.

**Marco Comparini  
Fontecilla**  
Director

Business Administration  
Pontificia Universidad  
Católica de Chile.  
Director of Investment  
and Business Empresas  
Penta; Director of Penta  
Vida, Penta Financiero  
and Energía Latina S.A.

**María Verónica  
Morales Mena**

Independent Director

Business Administration  
Pontificia Universidad  
Católica de Chile. Was  
Manager of Studies and  
Development at  
Empresas Iansa  
(1980-2010), Manager of  
Studies of the National  
Agricultural Society and  
Advisor of the Ministry  
of Agriculture (2010 and  
2012).



## PAYMENT TO BOARD MEMBERS

BOARD MEMBER	DATE OF:			YEAR 2016			YEAR 2015		
	RUT	APPOINTMENT /REELECTION	CESSATION	ALLOWANCES AND INTEREST IN PROFIT (KCLP)	REMUNERATION (KCLP) <sup>2</sup>	TOTAL (KCLP)	ALLOWANCES AND INTEREST IN PROFIT (KCLP)	REMUNERATION (KCLP) <sup>2</sup>	TOTAL (KCLP)
Víctor Moller Schiavetti	4.435.579-5	30-apr-14	-	13,781	216,301	230,082	12,900	203,268	216,168
Andrés Solari Urquieta	8.667.254-5	30-apr-14	-	10,285	-	10,285	9,713	-	9,713
Ignacio del Río Goudie	6.921.717-6	30-apr-14	-	9,765	-	9,765	8,710	-	8,710
Víctor Moller Opazo	10.668.361-1	30-apr-14	-	6,890	158,788	165,679	6,450	128,535	134,985
Germán Novión Verdugo	6.379.404-K	30-apr-14	-	10,550	-	10,550	10,466	-	10,466
Francisco Condon Schiavetti	3.184.816-4	30-apr-14	-	10,290	-	10,290	9,713	-	9,713
Alfonso Swett Opazo	7.016.281-4	30-apr-14	-	9,498	-	9,498	9,467	-	9,467
Marco Comparini Fontecilla	7.731.109-2	30-apr-14	-	10,810	-	10,810	9,966	-	9,966
M. Verónica Morales Mena	6.980.834-4	30-apr-14	-	10,550	-	10,550	10,220	-	10,220
TOTAL				92,420	375,089	467,509	87,605	331,803	419,408

The Board, during 2016, incurred in expenses for the concept of consulting corresponding to the hiring of the services of KMPG Auditores Consultores Limitada, RUT 89.907.300-2, related with the design, implementation and support in the certification of the Crimes Prevention Model based on Law N°20.393, for the amount of KCLP 4,042, equal to USD 5,676.

<sup>2</sup> This amount considers the total of fixed and variable remunerations.



## BOARD DIVERSITY

### GENDER

Female	1
Male	8

### AGE RANGE

Over 70 years old	2
Between 61 and 70 years old	1
Between 51 and 60 years old	1
Between 41 and 50 years old	5
Between 30 and 40 years old	0
Menor de 30 años	0

### NATIONALITY

Chilean	9
Other	0

### YEARS IN THE CO.

Over 12 years	1
Between 9 and 12 years	1
Between 6 and 9 years	3
Between 3 and 6 years	4
Less than 3 years	0



BOARD COMMITTEE







## BOARD COMMITTEE

The Board Committee, constituted as per Article 50 Bis of Law N° 18.046, has the faculties and the rights contained in said disposition.

The Board Committee was initially constituted at the Company's Board Session held on March 05, 2013 as a measure of good corporate governance even though at that time there was no obligation to do so. As per Regulation (Circular) N° 1,956 of the Superintendencia de Valores y Seguros, the Board chosen at the Ordinary Shareholders Meeting on April 30, 2014, nominated at the Ordinary Session dated May 27 of the same year as a member of the Committee, Ms. Verónica Morales Mena as Independent Director, who subsequently, using the faculty contemplated in Article 50 Bis of Law N° 18,046, designated Mr. Marco Comparini Fontecilla and Mr. Andrés Solari Urquieta as the remaining members of the Committee.

The remuneration of the Committee Directors, was agreed at the Company's Ordinary Shareholders Agreement held on April 27, 2016 and equal to 50 Unidades de Fomento for each session that they attend, plus an additional participation in the prorate of 1% of the profit fixed for the Board, which is paid in the same manner and at the same time as the remuneration of a Director. During 2016 fees paid to the Directors Committee reached KCLP\$ 42,841, as per the following detail:

DIRECTOR	ALLOWANCES AND INTEREST IN PROFIT (KCLP)	
	YEAR 2016	YEAR 2015
M. Verónica Morales Mena	16,017	19,038
Marco Comparini Fontecilla	16,017	16,508
Andrés Solari Urquieta	10,807	17,771
<b>TOTAL</b>	<b>42,841</b>	<b>53,318</b>

The Directors Committee, during 2016, incurred in the following expenses charged to the Budget approved at the Ordinary Shareholders Meeting held in April 2016:

- Hiring of legal consulting services from the company Fontaine y Cia., RUT 76.040.130-7, for KCLP\$ 385, equal to US\$ 570.
- Hiring of legal consulting services from the company Claro y Cia., RUT 79.753.810-8, for KCLP\$ 1,040, equal to US\$ 1,569.

During 2016, the Committee presided by Ms. Verónica Morales Mena formally held sessions on 8 occasions to revise and treat the matters that correspond as per Article 50 Bis of Law N° 18,046.

Below we present a summary of the Committee's annual management, where its main recommendations are included:

The Committee made proposals to the Board with the names of external auditors and proposed the private risk classifiers to be suggested to the Ordinary Shareholders Meeting of 2016, as per what is stated in number 2 of Article 50 Bis of Law N° 18,046. For these effects and in relation to the proposal of external auditors, the proposals of five auditor companies were studied, and due to the lack of consensus of the attendants to the session, it was agreed to present two alternatives to the Board, PriceWaterhouseCoopers Consultores, Auditores y Compañía Ltda. ("PwC") and E&Y Servicios Profesionales de Auditoría y Asesoría Ltda. ("E&Y"). In relation to the risk classifiers, after an analysis of this matter, the Committee agreed to propose to the Board to maintain ICR Compañía Clasificadora de Riesgo Ltda. ("ICR") and Clasificadora de Riesgo Humphreys Ltda. ("Humphreys").

In relation to the work of the Company's external auditors during 2016, the Committee held three sessions with the attendance of PwC auditors; the first to deliver the Company's audited results as of December 31, 2015, another to check the Financial Statements as of March 31, 2016 to analyze the change in norm of IAS 41 regarding the valuation of biological assets and the third due to the analysis of the results of the interim revision as of June 30, 2016 and the calendar of activities for the annual audit.

The revision of the audited Financial Statements as of December 31, 2015, was verified at the session held on March

23, 2016, opportunity when, with the presence of the Company's external auditors, they explained the revision performed to all the subsidiaries that consolidate in the Financial Statements and their corresponding scope. At the same time the emphasis that was placed on the areas where greater exposure to risk exists was considered, mainly focusing on the valuation of Biological Assets, through an in-depth revision of the different factors that determine it and the method to calculate it, before issuing an opinion as a Committee. In this matter, and as a result of the increase in the valuation of the biological asset due to, among other variables, the increase in the Surface of organic production and the devaluation of the Chilean peso, the Committee noted the need to explain with greater scope the effects of the exchange rate in the valuation methods, both in the Notes and in the Reviewed Analysis of the Financial Statements.

At the same session, with the presence of the external auditors, we analyzed the implications for Hortifrut derived from the modifications to the accounting norms, IAS 41 and IAS 16, which are applied from 2016 and which establish the valuation of the biological assets at cost, no longer using the Fair Value method. Subsequently, at the session held on May 20, 2016 and due to the revision of the Financial Statements as of March 31, 2016, PwC was present to inform the possible methods that can be used in the application of Amendment to IAS 41. The Committee asked Management to study these in detail with the auditors before the presentation to the Board.

At session held on May 27, 2016, Management informed the Committee of the analysis performed together with PwC to define the method to be adopted by the Company to implement Amendments to IAS 16 and IAS 41. It was noted that as per the valuation possibilities given by IAS 16, "bearer plants" have been acknowledged at revalued cost. The effects on results as of December 31, 2015, due to the application of IAS 41 to biological assets for comparative effects were explained and the Committee requested Management to clearly explain in the Financial Statements the method used to apply the aforementioned amendment.

In relation to the partial revision of the Consolidated Interim Financial Statements as of June 30, 2016, performed at the session dated August 31, 2016, PwC's presentation included the calendar of activities for the annual audit, a description of the procedures realized in the limited revision and the

acknowledgment of an adjustment in the Company's results corresponding to a US\$2.3 million increase in results due to the application of IAS 41 to the current biological assets of Hortifrut Tal S.A.C.'s subsidiary in Peru.

At the same session, the Committee agreed to recommend to the Board the improvement of the power of attorney system at the subsidiaries in Argentina, by adopting improved control measures, if said subsidiaries are being restructured.

In relation to operations with related parties, the Committee performed an analysis of the transactions that were presented for this effect, even when some of these correspond to operations at its subsidiaries, thus determining that they had as their objective the Company's interest and that they will take place under equal terms to those currently in the market, corresponding to operations under the regular line of business of the companies.

Thus, the Committee analyzed the following transactions, whose approval was recommended to the Company's Board:

- Advance payment for the purchase of export fruit for US\$ 2,500,000 granted by Hortifrut Chile S.A. to the producer Valles del Sur SpA.
- Manufacturing contract between Tal S.A. and Hortifrut Tal S.A.C., as per which the first provides for the second the services of reception, processing and dispatch of a volume of 3.2 million kilos of fresh blueberries, for the value of US\$ 2,112,000. Said contract allows to count with these services while the reception plant of the subsidiary Hortifrut Tal S.A.C. is being built.

At session held on June 24, 2016, the Committee examined the remunerations of 9 first line executives of the Company, among which there are people related to it, who were in favor of recommending to the Board the approval of a readjustment of the remunerations of said group in accordance with the reality of the market, the specifics of the Company and the challenges that the company's growth plans involve.

Likewise, and counting with the assistance of the Company's Human Resources Manager, and as per what is stated in number 4 of Article 50 Bis of Law N° 18,046, the Committee

examined the compensation plan for Hortifrut managers, executives and workers corresponding to the 2015/2016 season, recommending its approval to the Board.

Regardless of the aforementioned, the committee recommended for a complete revision to be made of the compensation plan of all the personnel once the Company's Strategic Planning process is completed, always keeping in mind the effects of the future labor reform in process.

Regarding other matters corresponding to its management, the Committee examined the Financial Statements as of March 31, June 30 and September 30, 2016, recommending on each opportunity its approval to the Board. Likewise, at the time the Committee checked the terms and conditions of the Memorandum of Understanding for the berries business merger project with the Munger family in the United States, which definitely did not prosper in its original terms, instead it resulted in a Joint Venture, all of this was opportunely informed by the Company in the corresponding essential facts sent to the Superintendencia de Valores y Seguros (Chilean Securities and Exchange Committee).







# CORPORATE GOVERNANCE PRACTICES







## CORPORATE GOVERNANCE PRACTICES

Hortifrut counts with formal policies for topics such as Orientation Handbook for New Directors, Procedure for Replacing Executives, Procedure for Information for Candidates for Director, Procedure for Quarterly Meetings with Controller, Procedure for the Analysis and Evaluation that the Company Performs of the Market and Policy for the Hiring of Expert Consultants.

### **INDEPENDENT COMMUNICATION AND REPORT FOR CONTROL AREAS**

Hortifrut's Board and the Board Committee maintain instances of direct and fluid communication with the following control areas:

- a) External Auditors: with them we revise topics such as the External Audit program and its results. Within this, we obtain an independent point of view in relation to the risks that the Company faces, regarding implemented processes and controls and the quality and consistency of the analyzed data.
- b) Controller: with whom we are informed regarding the internal audit program, risks in the processes, detected deficiencies, recommendations for improvements, follow up of action plans, strengthening of the scope of control and effectiveness of the crime prevention model.



## CRIME PREVENTION MODEL (LAW N°20,393)

With the start-up of Law N° 20,393, which has established the criminal responsibility of legal entities in the crimes of money laundering, financing of terrorism, receipt of stolen goods and bribery, the Company has implemented a Crime Prevention Model, through which it promotes the prevention of acts sanctioned by said law.

To comply with the valid norm, Hortifrut implemented an Ethical Behavior Code and a Denunciation Channel, which are detailed below:

## ETHICAL CONDUCT CODE

Since 2014, Hortifrut has worked on the base of an Ethical Conduct Code, which constitutes a formal instance that regulates internal and external ethical conduct and business conduct. The Company plans to stand out as a Company that is honest, transparent and consistent in its business behavior, and to acknowledge its collaborators, shareholders, customers, suppliers, authorities and trade partners as people who reach their objectives in a fair and respectful manner.

Within this context, the Company incorporated into its Internal Ruling articles corresponding to the new model, designating a Person in Charge of Crime Prevention, modifying the procedure in case of a denunciation and generating different activities that allow to inform, train and make this new disposition easy for the Hortifrut community.

This document is available on Hortifrut's website:

**[www.hortifrut.com](http://www.hortifrut.com)**



## DENUNCIATION CHANNEL

The Company counts with a technical solution administered by Deloitte professional services consultant, whose platform for denunciations and ethical line is managed in an independent manner; available for the whole Hortifrut community and its suppliers, so that they can inform regarding money laundering crimes, financing of terrorism, receipt of stolen goods and bribery, or regarding infractions and/or suspicions of non-fulfilment of the Crime Prevention Model.

The denunciations are performed via webpage, email or post office box, which are investigated by the Person in Charge of Crime Prevention and by the Ethics Commission (formed by a Director, General Manager, Human Resources Manager and Attorney), guaranteeing absolute confidentiality in relation to the identity of the denouncing people.



## HANDBOOK FOR HANDLING INFORMATION OF INTEREST

As an issuer of public issue bonds and as per what is stated in General Character Norm N°270, in 2012 Hortifrut's Board approved its Handbook for Handling Information of Interest for the Market, which is found at the disposition of the investors in the Company's website, [www.hortifrut.com](http://www.hortifrut.com), and at its main offices.

Said handbook has as its objective to establish the norms that rule all the information of interest regarding Hortifrut, establishing policies and procedures for the disclosure of said information, as well as the transactions of Hortifrut's shares which take place, all of which are mainly directed to the Directors of the Company and its subsidiaries; managers, administrators, main executives of Hortifrut and its subsidiaries; independent workers at Hortifrut and its subsidiaries that have access to information of interest, privileged information, reserved information or confidential information; permanent and sporadic advisors with access to said information; and every person that due to his/her post and/or position has access to privileged information regarding the Company.

Likewise, it establishes the policies and procedures for the safeguarding of said information and its disclosure to the market, assuring its market transparency.



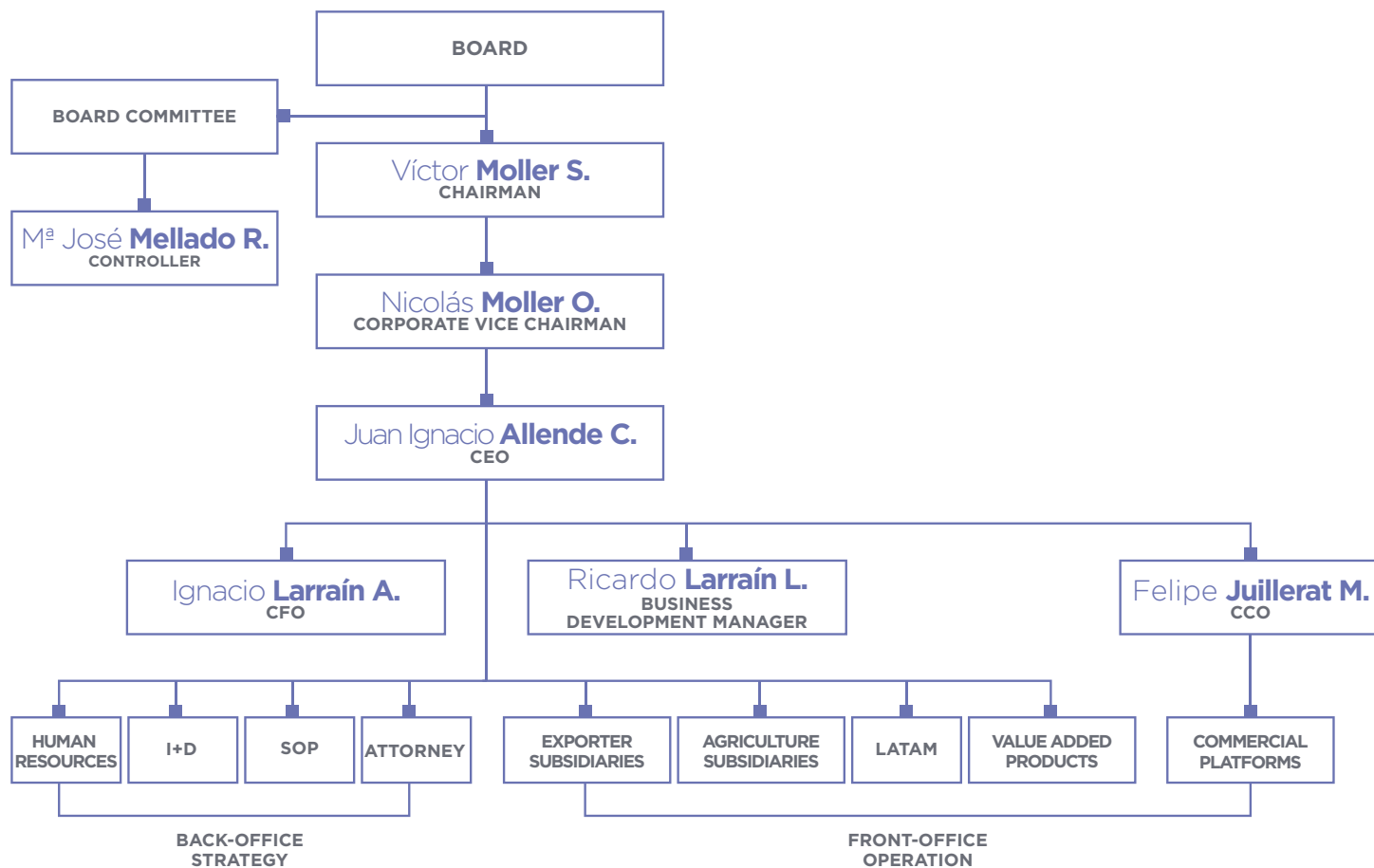


OUR TEAM





# OUR TEAM



# MAIN EXECUTIVES

Hortifrut counts with a management team with wide experience within the berries market and within the Company.

<b>Alberto Nicolás Moller Opazo</b> 10.668.356-5 <b>Corporate Vice Chairman</b>	<b>Juan Ignacio Allende Connelly</b> 6.196.483-5 <b>Corporate General Manager</b>	<b>Ignacio Larraín Arroyo</b> 7.013.734-8 <b>Corporate Finance Manager</b>
<b>Ricardo Larraín Llona</b> 9.485.276-5 <b>Corporate Business Development Manager</b>	<b>Felipe Juillerat Muñoz</b> 7.409.243-8 <b>Corporate Commercial Manager</b>	<b>Víctor Edmundo Moller Opazo</b> 10.668.361-1 <b>Hortifrut LATAM General Manager</b>
<b>Ramiro Soffia Moller</b> 7.010.418-0 <b>Chile Export Manager</b>	<b>María Elena Echeñique Braun</b> 6.966.252-8 <b>Corporate SOP Manager</b>	<b>María Pilar Bañados Ortiz</b> 9.831.115-7 <b>Investigation and Development Manager</b>
<b>Bárbara Poblete Bas</b> 14.165.464-0 <b>Human Resources Manager</b>	<b>Gloria Pierret Ortiz</b> 13.899.089-3 <b>Attorney</b>	<b>Wilfredo Brevis Correa</b> 8.972.400-7 <b>Accounting Manager</b>
<b>Sebastián Correa Bulnes</b> 12.854.246-9 <b>Planning and Genetic Programs Manager</b>	<b>Gabriela Rojas Violic</b> 15.308.049-6 <b>Management Control Manager</b>	<b>Jorge Del Sante Lira</b> 6.975.579-8 <b>Frozen Food Manager</b>
<b>Rodrigo Ampuero Peirano</b> 10.510.934-2 <b>Corporate IT Manager</b>	<b>Alsacia Aguilera Gatica</b> 15.096.928-K <b>Regional SOP Manager</b>	<b>Johanna Trombert Villafranca</b> 7.857.619-7 <b>Corporate Quality and Food Safety Manager</b>
<b>Javier Rico Pedrazo</b> 28900882W (ESP) <b>Europe Platform Manager</b>	<b>Juan Luis Navarro Sánchez</b> 7921876R (ESP) <b>Spain Agriculture Manager</b>	<b>Diego Martínez Rodríguez</b> 7.989.941-0 <b>Mexico Director</b>
<b>Pier Giua Castiñeira</b> 22809008 (ARG) <b>Argentina Export Manager</b>	<b>Gonzalo Canessa</b> AAA197045 (ARG) <b>Hortifrut Import Manager</b>	<b>María José Mellado Robles</b> 10.744.420-3 <b>Controller</b>
<b>Javier Figueroa Guilisasti</b> 10.741.183-6 <b>Hortifrut Commercial General Manager</b>	<b>Cristian Valck Honorato</b> 12.246.666-3 <b>New Business Manager LATAM</b>	



## REMUNERATION MAIN EXECUTIVES

The total amount of remunerations received by the main executives of the Company and its subsidiaries during 2016 reaches KCLP\$ 2,797,356, of which approximately 26% correspond to variable remunerations. Said amount corresponds to the total of received remunerations.

During 2016 there was no indemnity received by main managers and executives.

## COLLABORATORS

To the closing of 2016, Hortifrut counted with a total number of 723 permanent employees, distributed around the world. It must be stated that out of this total, 39% are women.

Likewise, to the same date the number of temporary employees participating in harvesting, harvesting support and operation tasks reached 8,695 people, distributed in Chile, Mexico, Spain, Brazil and Peru.

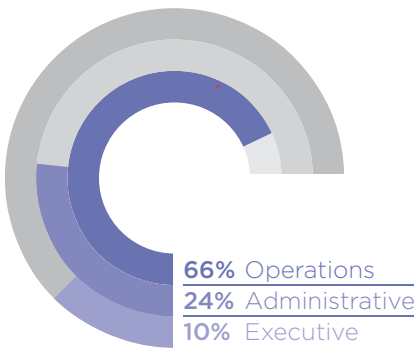
### PERMANENT EMPLOYEES

Chile	487
USA	9
Mexico	137
Spain	30
Brazil	37
Argentina	14
Peru	9
<b>TOTAL</b>	<b>723</b>

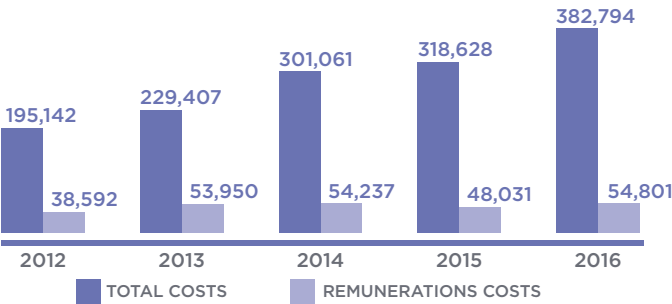
### TEMPORARY EMPLOYEES

Chile	7,319
USA	0
Mexico	936
Spain	73
Brazil	41
Argentina	0
Peru	326
<b>TOTAL</b>	<b>8,695</b>

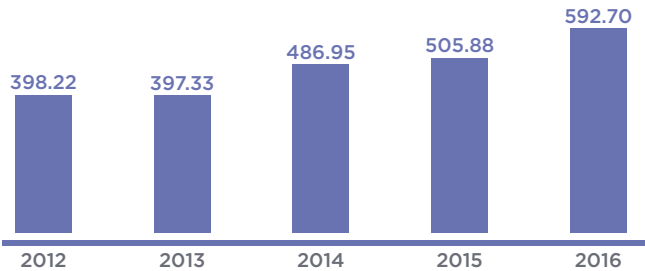
### DISTRIBUTION COLLABORATORS PER TYPE OF POSITION



### EVOLUTION OF TOTAL COSTS AND REMUNERATION COSTS (THOUSANDS OF DOLLARS)



### RELATIONSHIP BETWEEN SALES (THOUSANDS OF DOLLARS) AND N° OF PERMANENT WORKERS

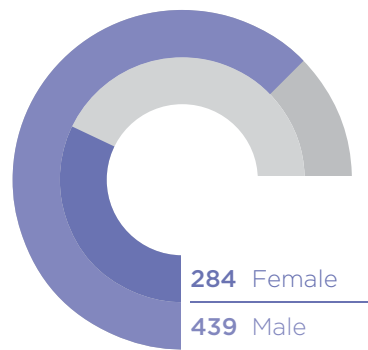




Below is a detail of the diversity of the permanent employees at Hortifrut and its management in relation to number of people per gender, nationality, age range and years in the Company:

ORGANIZATION (723 people in total)

GENDER



NATIONALITY

Chilean	492
Mexican	134
Brazilian	38
Spanish	23
Other	18
Argentine	15
North American	3

AGE RANGE

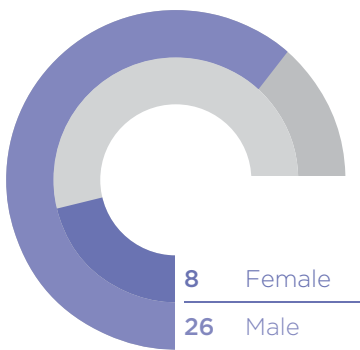
Below 30 years old	163
Between 30 and 40 years old	315
Between 41 and 50 years old	151
Between 51 and 60 years old	75
Between 61 and 70 years old	15
Over 70 years old	4

RANGE YEARS IN THE CO.

Less than 3 years	301
Between 3 and 6 years	190
Between 6 and 9 years	89
Between 9 and 12 years	71
Over 12 years	72

MANAGEMENT (34 people in total)

GENDER



NATIONALITY

Chilean	29
Argentine	2
Spanish	2
Brazilian	1

AGE RANGE

Below 30 years old	0
Between 30 and 40 years old	7
Between 41 and 50 years old	15
Between 51 and 60 years old	11
Between 61 and 70 years old	0
Over 70 years old	1

RANGE YEARS IN THE CO.

Less than 3 years	6
Between 3 and 6 years	4
Between 6 and 9 years	5
Between 9 and 12 years	4
Over 12 years	15



PERSONNEL MANAGEMENT





# PERSONNEL MANAGEMENT



At Hortifrut we are concerned about managing our human team in a strategic manner, looking to increase its value and efficiency, in order to accomplish our mission: *Berries for the world, every day* through the development of people and their alignment with the Company's values, with a shared and joint vision.

Our culture is ruled by transversal values, declared and known by all. Each collaborator makes them their own and applies them due to personal conviction. These values have as their objective to motivate our team to give their best and, as a result, our Company continues to prosper and grow just as it has done until now.





TRAINING OF EVALUATORS



TRAINING OF EVALUATED



FEEDBACK MEETING

## PERFORMANCE MANAGEMENT

Under the campaign *Let's talk so we can sow and harvest*, we began the Performance Management 2016 process, as a tool that allows to plan the performance of our collaborators, leading their individual objectives to the accomplishment of the Company's objectives, developing the abilities of the people in accordance with our transversal corporate responsibilities and those specific to the positions held and the areas that they belong to.



Thereby the evaluators and those evaluated were trained in relation to the qualification of competences, feedback meeting and evaluation through an on-line system.



MAILING, NEWS, HUMAN RESOURCES INFORMS

## INTERNAL COMMUNICATION

Our Internal Communication Policy is a key strategic tool to align our collaborators from different geographic zones with organizational culture and corporate values. Our main communication channels are:

- Induction Handbook for new collaborators
- Wallcharts
- Communication via email
- Human Resources News (information published monthly at our subsidiaries in Chile, Mexico and United States)
- Hortinews (corporate magazine)

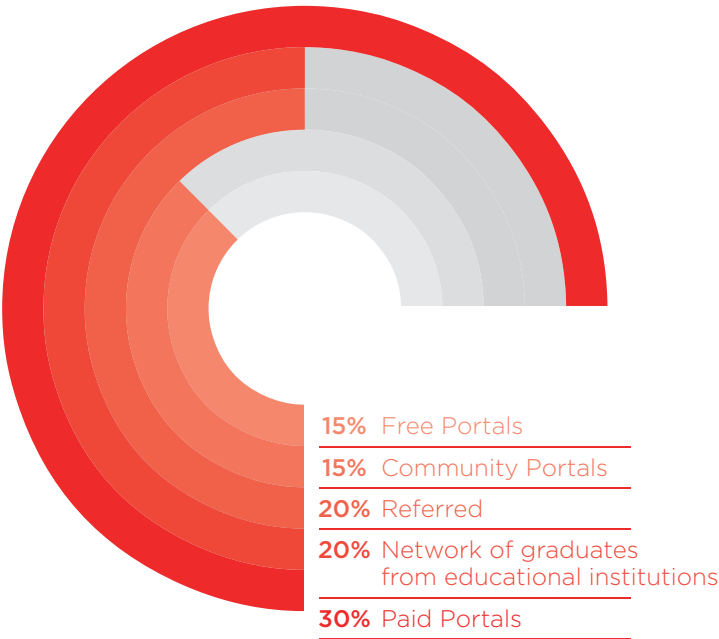
## DRAW IN, DEVELOP AND RETAIN

### RECRUITMENT AND SELECTION

We count with a recruitment and selection policy, so we can count with the right person for the required position. Hortifrut performs internal recruitment to encourage the promotion of our collaborators and their career development within the Company, and it also uses external recruitment services such as on-line job portals, OMIL and agreements with educational institutions, among others.

Our selection process aims to determine the adequacy of the candidate to Hortifrut's culture and to the style of the main leadership, specifying the aspects to be improved and the main strengths that each candidate has, as well as the potential competences to be developed to have a career in the Company. From 2016, the Mexican subsidiaries standardized their selection practices with corporate policies.

### MAIN SOURCES FOR RECRUITMENT



### INTERNAL PROMOTION PER AREA

AGRICULTURE	33%
SOP	6%
ASIA	9%
QUALITY	3%
FROZEN FOOD	3%
ACCOUNTING	9%
HUMAN RESOURCES	6%
CORPORATE	9%
TECHNICAL DIRECTION	3%
EXPORT	3%
I+D	3%
OPERATIONS	12%

HORTIFRUT 7%

### SELECTION PROCESSES IN CHILE

YEAR	N° OF PROCESSES	PERFORMED EVALUATIONS
2013	24	34
2014	45	58
2015	39	51
2016	74	102





## HORTIFRUT DEVELOPMENT PROGRAMS

At Hortifrut we count with programs that aim to develop our collaborators based on technical knowledge and abilities required for good performance, but we also aim to anticipate future needs, preparing and developing our talents for new challenges.

The Hortifrut **“Green Hands” Talent Preparation Program** is an integrated process model designed to develop, encourage and promote people identified as critical to lead the priorities of our business. This program has as its core concept to generate really efficient action plans custom made for each person, thereby identifying each person's individual needs.

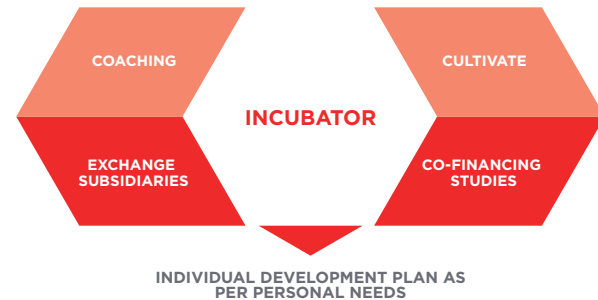
Our Directors and Senior Executives are also part of our talent program, so this year they participated in an Executive Coaching, where they received training regarding the main tools available to perform their role in the best manner.



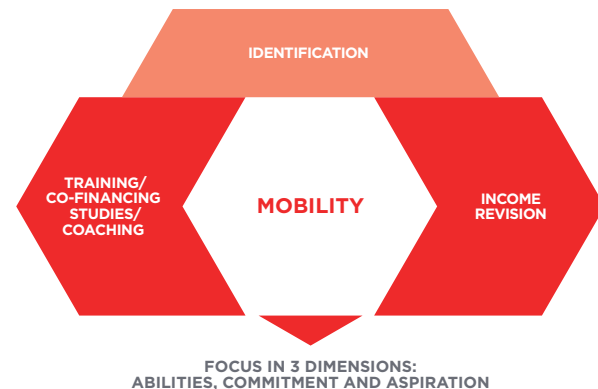
EXECUTIVE COACHING SENIOR EXECUTIVES

## HORTIFRUT DEVELOPMENT PROGRAMS

### ORGANIZATIONAL PROGRAMS THAT PREPARE “GREEN HAND” TALENTS



### ORGANIZATIONAL PROGRAMS FOR HIGH PERFORMANCE COLLABORATORS



### ORGANIZATIONAL DEVELOPMENT PROGRAMS FOR ALL THE PERSONNEL



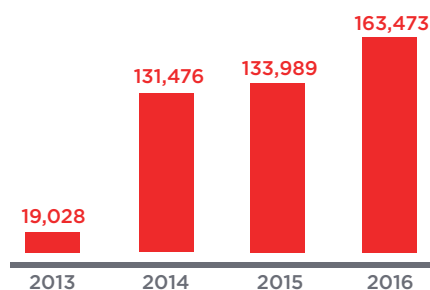


Likewise, the **Development Program for High Performance Collaborators** has as its objective to generate a proposal of attractive job positions to encourage the motivation of the collaborators, generating the possibility of professional and salary improvement, oriented to those who are identified as people with the potential to acquire new responsibilities and which the Company aims to retain. It implies counting on a position succession plan, identifying the starting point of a person and his/her progress possibilities.

Last of all, the **Development Program for All Personnel** plans to manage learning so we can decrease gaps in relation to the technical knowledge and abilities of our collaborators in accordance with the functions that they perform, increasing their performance level. Therefore, all the Company's collaborators can participate in these courses. This program is performed through training courses that consider different areas of development (Prevention, IT, Quality of Life, Techniques, Languages). The courses are researched once a year considering a Detection of Training Needs, orienting the annual training plan to Hortifrut's strategic plan, needs per area and zone, critical weaknesses depending on performance management and budget, among others. In the case of Chile, financing for most of our training plan is performed through SENCE Tax Exemption.

Investment in training in Chile and Mexico during 2016 was US\$ 163,437, equal to 17,132 hours.

#### INVESTMENT IN TRAINING (AMOUNT IN DOLLARS)



HUMAN RESOURCES PROCEDURE TRAINING



SUPERVISION TOOLS TRAINING



TRAINING THROUGH LEGO SERIUS PLAY



COURSE FOR HANDLING FIRE EXTINGUISHERS



# WELLBEING

At Hortifrut we are committed with the wellbeing of our collaborators. We know that family life and rest are vital, so we have worked on initiatives that benefit balance of personal and family life.

Among these initiatives are 5 extra days of vacation in addition to the 15 legal days and a winter schedule, which corresponds to leaving early on Fridays during 3 months.

The Company acknowledges that there are festivities and recognitions that are important for everyone, therefore we count with corporate greetings for special occasions, such as Father's Day, Mother's Day, Women's Day, Secretary's Day, Worker's Day, Easter and Christmas.

We also count with a series of benefits and agreements that cover different areas, such as for example Christmas gifts for children under 14 years, gifts for birth, complementary health insurance financed 80% by the Company and agreements with service companies such as Caja de Compensación de Los Andes, Asociación Chilena de Seguridad, Dental Clinics and Psychotherapy Centre, among others.

Among the activities that we develop for our collaborators are an ophthalmological and dental operative, anti-influenza vaccination campaign, cueca dance lessons, pause gymnastics, zumba classes, nutrition talks and participation in soccer championships.



CUECA DANCE CLASSES



SANTIAGO SOCCER TEAM



PAUSE GYMNASTICS AT PACKING



NUTRITION TALKS CYCLE



18TH OF SEPTEMBER CELEBRATION

## OUR INSTANCES TO GET TOGETHER



DELEGATION OF PERU, ARGENTINA, BRAZIL, MEXICO,  
UNITED STATES AND SPAIN



AWARD FOR OUTSTANDING PEOPLE PER TEAM



PARTICIPANTS BIKE RIDE 2016



SENIORITY AWARD AT HORTIFRUT



START UP BIKE RIDE 2016



HORTIFRUT SPIRIT AWARD

### BIKE RIDE

One of the activities that our collaborators most wait for is our traditional Hortifrut Bike Ride, which in its Seventh Version took place at San Pedro de Atacama, Region of Antofagasta. Close to the largest desert in the world, this significant occasion to combine getting together, sport and fellowship lasted 3 days during September, with 320 participants from our fields and installations in Chile, and with the presence of collaborators from our subsidiaries in Peru, Argentina, Brazil, Mexico, United States and Spain.

### ANNUAL MEETING

Every year we perform an important meeting at the end of the season, where we invite the collaborators from each of our subsidiaries both in Chile and overseas, to evaluate the recently finalized season and the new challenges for the next one. At the 2016 version, we performed the ceremony to acknowledge outstanding collaborators, where the awards were: Hortifrut Spirit, Trajectory, Professional Excellence, Seniority and awards for people who stand out in each team due to their commitment, dedication, team spirit and contribution to Hortifrut.







VALUE CHAIN









# VALUE CHAIN

Hortifrut's business model is based on the integration of its operations through the whole value chain, placing a special emphasis on the two extremes of this chain: genetics and commercialization for the final customer.

## GENETICS

Based on a rigorous program, leader in the world, it contributes to create high efficiency, productivity and quality, which generates preference and fidelity in the best producers and customers in the world

## COMMERCIALIZATION

Trade platforms and own brands in the main markets allow to develop the business together with the final customer, obtaining better margins, logistic efficiency, control over the key processes and an adequate traceability and food safety

The Hortifrut S.A. parent Company consolidates different trade vehicles in various countries in the world where the Company is present, to operate its productive, export and trade business in an efficient manner. All these companies are connected through SAP, which allows to obtain a first level operating standard through all the Company's operations in the whole world.

HORTIFRUT VALUE CHAIN ACTIVITIES (VERTICAL INTEGRATION)



Traceability of the product in all the chain

Hortifrut, thanks to its SAP development program, is able to follow up its products from varietal development to its distribution, allowing it to administer, measure and flexibilize the whole chain.



## GENETICS PROGRAM LEADER IN THE WORLD

The permanent development of new and improved Berries is one of Hortifrut's main pillars. The important investments the Company has performed in the development of new varieties of Blueberries, Raspberries and Blackberries have been a differentiating and decisive element for the sustained success in the business of commercializing Berries in Chile and the world. The great push that the Company has given its program for selecting new genetics and obtaining new varieties, has allowed it to obtain its objective to serve the different markets 52 weeks a year and expand to new geographic areas for the production of Berries. We have also managed to improve the quality standards of our products and to increase the productivity of our own plantations and those of our producers.

Thus, in 2005, Hortifrut started developing two of its own programs for genetic improvement (PMG) of Berries in Blueberries and Blackberries. The PMG of Blueberries, Berry Blue LLC, developed together with the cooperative Michigan Blueberry Growers, is now the main and biggest program for genetic improvement of Blueberries in the world. Through conventional "breeding" and with test and evaluation stations in the United States, Chile, Mexico, Peru, Argentina and Spain, this program has already patented 7 new Blueberry property varieties: Prelude, Daybreak, Bliss, Robust, Temptation, Keepsake and Sensation, thus offering the best Blueberries to the market, with exclusive access for Hortifrut's producers around the world.

At the same time, and to accede to the best Blueberry varieties available in the world, Hortifrut has subscribed several agreements with private groups and universities at a worldwide level that count with superior varieties of this fruit. In 2009 the Company signed an exclusive production agreement for early varieties of Blueberries with the Spanish group Royal Berries to plant and produce the varieties "Rocío" and "Corona" in South America, United States and Mexico, whose productive and quality characteristics have made them the favorites in many markets. Since 2004, Hortifrut also counts with the exclusive license of the varieties of Blueberries with a high requirement of cold from Michigan State University (MSU), highlighting to date the Draper variety and the new promises "Calypso" and "Osorno" (this name is because it was selected from evaluation

gardens near the locality of Osorno in the south of Chile).

Furthermore, since 2013, Hortifrut counts with the license for new "Bird" varieties from the University of Florida for Mexico and Chile, thus expanding its varietal offer for early zones even more. The Company also counts with the license for varieties from the OZ Australian program, formed by several genotypes for the areas with low accumulation of cold and focused on the productivity and quality of the fruit.

In Raspberries, Hortifrut has its own PMG called Pacific Berry Breeding (PBB) developed together with Naturipe Berry Growers. PBB is physically located in California, United States, and since 2005 it has developed new Raspberry varieties. In 2008 PBB patented its first two varieties "Pacific Deluxe" and "Pacific Royale", which are planted at our fields in Chile, Mexico, United States, Morocco and Spain with renewed production techniques and with great acceptance from our customers. New state of the art varieties, Pacific Starlet and Pacific Gema, patented in 2014, must be added and have arrived to strengthen the long-term focus that the Company has in the permanent search for better genotypes for its producers and final customers.

In Blackberries and through an agreement with the University of Arkansas for the selection and obtention of new varieties for the Company, Hortifrut has patented its first two varieties of primocane Blackberries. "Camila" and "Amara" are the first Chilean Blackberries for the world with outstanding fruit characteristics. In 2016 Hortifrut expanded its tests on Blackberries from this program to three new countries in South America.

During next year, the Company expects to patent two new varieties of Raspberries and Blackberries especially selected, one for the fresh fruit market and the other for the frozen market. These new materials could expand the product base of our producers and help us comply with the vision of "Berry Solution" for our customers.

In our search to expand our products to offer our customers around the world, in 2013 Hortifrut signed an agreement to develop new varieties of Murtilla with the Institute of Agricultural Investigation (INIA), and which also counts with



the participation of Universidad de la Frontera. Murtilla, a native Berry of Chile, with high levels of antioxidants and a long post-harvest life, complements the offer of fruits that the Company already produces. The base of this agreement is a PMG of over 17 years of work in improving this fruit, already recording the release of two varieties of Murtilla.

Furthermore, as a result of the merger with VitalBerry Marketing, the genetics programs of both companies were also merged. This means adding new selections of Blueberries, Baby Kiwis and jumbo size Raspberries, which we hope will soon enter the market and complement the already existing programs.



## OWN PLANTATIONS AND SEASONALITY

As of December 31, 2016, Hortifrut counted with 1,252 hectares planted with Berries, this is on own land and on land leased from third parties. Of this total, 85% of the hectares are at the productive stage, while the rest is planted but not yet under production, assuring in this manner the necessary productive slack to grow in a sustained manner during the next seasons.

Out of the total planted hectares, the harvesting of Blueberries, both conventional and organic, uses up 82% of the surface. The remaining hectares are distributed between Raspberries (13%), Strawberries (3%), Cherries (1%) and Blackberries (1%).

### PLANTED HECTARES AND THEIR GEOGRAPHIC DISTRIBUTION 2016

SURFACE (HECTARES)	CHILE	MEXICO	SPAIN	BRAZIL	PERU	TOTAL
Conventional Blueberries	323	132	114	0	67	635
Organic Blueberries	400	0	0	0	0	400
Raspberries	7	156	0	0	0	163
Blackberries	2	3	1	8	0	14
Strawberries	29	0	0	3	0	32
Cherries	7	0	0	0	0	7
<b>Total Hectares</b>	<b>768</b>	<b>291</b>	<b>115</b>	<b>11</b>	<b>67</b>	<b>1,252</b>
Productive Hectares	701	242	115	4	0	1,063
Planted Non Productive Hectares	67	49	0	6	67	189
Own Hectares	425	53	0	0	67	545
Leased Hectares	344	238	115	11	0	707

SOURCE: HORTIFRUT

Hortifrut's plantations are located in Chile from regions IV to X, in Mexico in the states of Jalisco and Michoacan, in Spain in the localities of Huelva and Asturias, in Brazil in the municipality of Senador Amaral, and in Peru in the province of Chiclayo, geographic dispersion that, together with the associations that we have in the northern hemisphere, allows to have a continuous offer of all Berries during the 52 weeks of the year.

To the 1,252 total hectares planted at the end of 2016, we must add 684 hectares that, even though they are not administered by Hortifrut, the Company owns 50% of the associated companies that administer them:

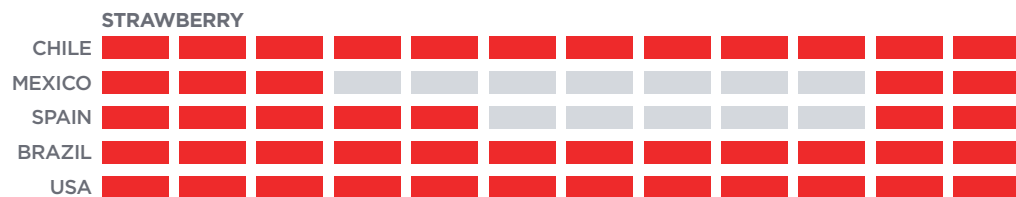
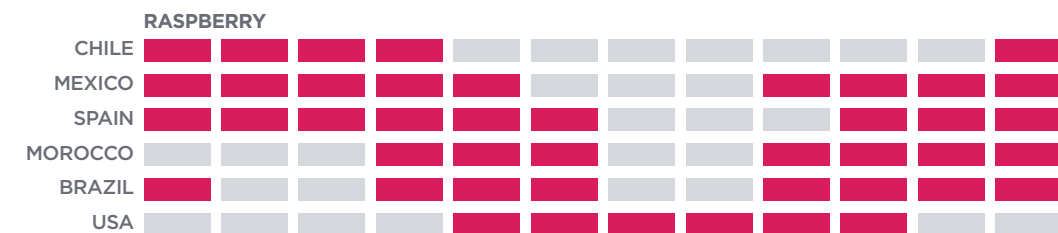
- 384 hectares of Blueberries planted in Peru near the city of Trujillo, of which 383 hectares are in productive state and 1 hectare in non-productive state
- 77 hectares of Blueberries planted in Argentina, all of which are in productive state
- 208 hectares of Blueberries planted in the United States in Oregon and California, all of which are still in a non-productive state

- 14 hectares of Raspberries and Blackberries in Morocco, all of which are in a productive state

To count with different productive zones also allows greater closeness with our consumption centers. This is the case of the plantations located in Mexico and the United States, which mainly supply the North American market, the plantations in Spain are able to supply part of the European market, Brazil commercializes its production within the local market and Chile provides counter-season production for North America, Europe and Asia, the same as Peru which contributes with early production in high price periods, all of which is complemented with third party producers in Chile, Mexico, Argentina, Uruguay, Peru, Guatemala, Morocco and Europe.

Even though only a third of the kilos that Hortifrut distributes come from its own plantations, the production business possesses a great strategic importance, since it allows it to count with a secure volume to attend the requirements of its customers, develop market niches, such as organic, to take advantage in an efficient manner of the opportunities to place its production in periods of scarce offer and high prices, and exercise its control over the quality of the fruit.

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## TRADE PLATFORMS AND STRATEGIC ALLIANCES

The Hortifrut business model is based on strategic alliances, joining the best in the southern hemisphere with the best in the northern hemisphere, in order to have a supply all year round.

### NORTH AMERICA

In the United States, the Company associated with three of the largest Berries producers: Michigan Blueberry Growers Association, Naturipe Berry Growers and Munger Brothers to form Naturipe Farms. Through this company, we supply a wide mix of conventional and organic Berries to the United States and Canada during all they days of the year, with an excellent logistic and commercial chain. Commercialization is performed together under the brand Naturipe® mainly to the retail and foodservice channels, reaching the main supermarkets in the country.

A milestone that must be highlighted during 2016 is the creation of a new line of business at our Naturipe Farms platform, called “Naturipe Avocado Farms”, formed by excellent Chilean, Peruvian and Mexican avocado producers, who will distribute through our platform, thus adding a new and valuable fruit to our pallet, with a huge growth potential in that market.

### EUROPE

In Europe, Hortifrut participates directly in the commercialization, production, obtention of fruit from third parties and distribution. Together with Atlantic Blue, the main Blueberries producer in Spain, Euroberry Marketing (EBM) was formed, in charge of commercialization to the European continent. EBM counts with an offer for all Berries during the whole year, under its brands “Southern Sun” and “Berry Collection”. The wide offer of products, access to exclusive varieties of Blueberries and Raspberries, the high quality, a unified brand and the commercialization of fruit from both hemispheres, makes us strategic allies of the main wholesalers and supermarket chains in Europe. During 2015, a new commercializing subsidiary was incorporated in Europe, Euroberry GmbH in Germany.



## ASIA

The Asian market continues evolving and being a very important destination for the Company, growing at rates between 45% and 50%. Hortifrut reached a relevant participation in this market because, among other things, it supplies from diverse origins: Chile, Peru, Argentina, Mexico, United States, Canada and Spain.

The main destination and that with the highest growth in the last few years has been China, followed by South Korea, Taiwan, Japan, Hong Kong and other countries in South East Asia, where our customers are attended under the brands Naturipe® and Southern Sun, with exports and programs that cover the 52 weeks of the year with Blueberries and most of the year with other Berries such as Mexican Blackberries and Raspberries.

Cherries are another very demanded product in Asia, especially in China, which is the destination where Hortifrut sends most of its production. This fruit has been developing, also conquering other Asian countries, where the Company plans to increase its presence in the next seasons.

An important milestone in 2016 were the first blueberry shipments from British Columbia (Canada), taking advantage of a very interesting commercialization window between the

end of domestic production and the start of arrivals from South America.

We also add the opening of markets in South Korea and China for the export of organic berries, with which we continue the task of creating the market for this product in these new destinations.

We continue to progress, together with Naturipe Farms, in the direct commercialization with supermarket chains, which both Hortifrut and Naturipe attend in other continents, such as Costco, Tesco, Walmart and Wellcome, among others, which places us at the forefront of consumption development and retail sales in these markets. In the same direction, the Hortifrut-San Clemente (SVA Fruit) office, located in Shanghai, China, is oriented to the development of direct business with international, local chains and chains in regions far from the large cities. At the same time, we continue to strengthen the business in wholesale markets in Guangzhou, Shanghai, Beijing and Shenyang, among others.

In 2016, the Company had encouraging results in this region, with sales that border US\$ 30 million and volumes of 2,800 tons from different origins.



## LATIN AMERICA

Likewise, in the Latin American market Hortifrut has been present since 2008 in Brazil, where it commercializes its products through its subsidiary BerryGood, with commercial offices in Sao Paulo and commercial operations in states in the north and south of the country, focusing on the cities of Rio de Janeiro, Brasilia, Campinas, Curitiba, Florianopolis, Porto Alegre and Fortaleza. From the start, this subsidiary has focused on the development and growth of the berries industry in Brazil, strengthening the areas of logistics, sourcing and entrance into the market.

This commercial platform offers fresh and frozen fruit 52 weeks a year to retail customers such as Pao de Azucar, Walmart and Carrefour, as well as other customers of the food service segment such as commercial stores and restaurants.

For commercialization in Chile, Hortifrut counts with the subsidiary Hortifrut Comercial S.A., which has maintained its leadership in the berries category in the retail and foodservice segments for several seasons. The main species commercialized in Chile continues to be Strawberries, representing 76% of the volume sold within Chile, while Blueberries have been consolidated as the second berry with highest sales, over Raspberries and Blackberries. To make the brand known, to ensure customer loyalty and strengthen the consumption alternatives that the brand offers, different product lines are offered: fresh, frozen and chopped fruit.



## HORTIFRUT'S AND ITS ASSOCIATES' BRANDS

All the experience in the Berries business that Hortifrut and its Associates have, has been capitalized through its known brands, developed together with its associates and subsidiaries, some with almost 100 years in the market:



**Naturipe Farms:** second largest Berries distributor at a worldwide level with its brand Naturipe® and the first in the world with Blueberries, with sales for US\$ 753 million during 2016, which represent 154 million commercialized kilos.



**Euroberry:** sells and distributes Berries through its brand Southern Sun and Berry Collection in all the countries of Continental Europe, as well as England and Ireland.



**Berry Good:** produces, imports, sells and distributes in Brazil, to the main supermarket chains and Food Service customers. With 8 years in the market, it supplies a mix of Berries 52 weeks of the year, attending over 670 sale points.



**Berry Quick:** through this brand Hortifrut commercializes its Ready to Eat product.



**Natural Quick:** this Brand is used for the sale of pre-chopped fruit in a snack format, ready for consumption.

Apart from these brands, phrases and mottos are used which allow to commercialize products and services under said names in Chile and overseas. The main advertising sentences are:

**Hortifrut, Berries a todo el mundo, todos los días**

**Hortifrut, Berries for the world every day**

**Fresh Berries Every Day**



# MAIN CUSTOMERS

Hortifrut commercializes fruit with over 400 customers in different destination markets, having as its customers the main supermarket chains and retailers in North America, Latin America, Asia and Europe. This diversification strategy has been a fundamental pillar of the Company's success.

Among Hortifrut's main customers we find:

## NORTH AMERICA



## EUROPE



## EMERGING COUNTRIES



## SUPPLIERS

Also, the main suppliers of products for Hortifrut S.A. and its subsidiaries are:

SUPPLIER	PRODUCT
ENVASES IMPRESOS S.A.	CARDBOARD TRAYS
CARTOCOR CHILE S.A.	CARDBOARD TRAYS
COEMBAL CHILE S.A.	CLAMSHELLS
ULTRAPAC SUDAMERICA S.A.	CLAMSHELLS AND LABELS
TYPACK S.A.	CLAMSHELLS
BO PACKAGING S.A.	CLAMSHELL
MADEEX PALLETS CHILE S.A.	SET UP PALLETS
AUTOADHESIVOS PYR LTDA.	LABELS
IMPRESOS AUTOADHESIVOS LTDA.	LABELS
IND Y CIA SOLUCORP LTDA.	LABELS
WENCO S.A.	BOXES
COPEVAL	SAFETY ARTICLES AND AGRICULTURAL SUPPLIES
COOPRINSEM	AGRICULTURAL SUPPLIES
RIEGO CHILE LTDA.	IRRIGATION MATERIALS
IMFORAN LTDA.	SAFETY ARTICLES
COAGRA S.A.	AGRICULTURAL SUPPLIES
LICAN ALIMENTOS	AGRICULTURAL SUPPLIES
ECOFOS LTDA.	AGRICULTURAL SUPPLIES



## VALUE ADDED PRODUCTS

### FROZEN

During 2016 Hortifrut has continued to develop the frozen Berries area, increasing processed volumes and commercializing its products in all the continents, offering its producers the alternative to commercialize the frozen product from its fields in the whole world, in retail form (bags) and bulk, thus complementing the fresh product market.

Thanks to the company's experience in the handling of Berries and the success of frozen products both at a national and international level, it manages to be positioned in the frozen market as a leader in the zone, exporting to different markets such as USA, Europe, Asia and Latin America.

The Company produces frozen Berries such as Blueberries, Raspberries, Blackberries and Strawberries. In its production process, it counts with the latest technology in equipment, such as color and maturity selectors and calibrators, continuous frozen tunnels, tables for manual selection and weighing machines to fill the products. The storage of the finished frozen product takes place in chambers with  $-20^{\circ}\text{C}$ , with a storage system in racks and personnel trained in conserving the product, who are concerned with maintaining the ideal conditions until the final customer.

Hortifrut counts with 2 frozen fruit plants, one in Molina and the other in Colbun:

### MOLINA PLANT

Together with a strict management system, from 2009 this plant counts with very specific certifications, as well as maintaining at every moment the product's highest quality and safety standards. From 2012 we have maintained Certification SQF-2000 Level 3, certification that is a declaration that Hortifrut's food safety plans have been developed with the HACCP method and that the applicable regulatory requirements have been efficiently valued and verified to maintain the safety and quality of the food. The plant can process 5,000 tons of Berries a year and store a total of 5,500 tons, allowing the Company to accede to a higher number of customers and supermarket chains with supply during the whole year.



### COLBÚN PLANT

This frozen food plant was incorporated into Hortifrut through the merger with VitalBerry Marketing. It was built in 2009 and was designed to process high quality Berries, both in bulk format and retail pack, being able to process up to 5,000 tons of Berries a year. Its process lines were imported from the United States, Canada, New Zealand and Japan, and have a high technological level, allowing to pack the retail product in a completely automatic form, even when 4 Berries have to be mixed in the same bag.





## READY TO EAT

Within the North American market, characterized by its high consumption of Berries, consumers perform nearly 60% of their fruit and vegetable purchases through supermarkets or other retail stores, while the remaining 40% take place at food-service establishments (mainly made up of fast food, restaurant, hotels and convenience store chains). Nevertheless, in the case of Berries, sales through this channel represent less than 5% of total sales.

Therefore, Hortifrut together with the rest of the industry face a great challenge to capture in a massive manner the food-service segment. In this aspect, the Company has a high competitive advantage to attack said market, since it has already developed and is operating the adequate technology, packing and logistics to attend said segment, duplicating the size of the berries market at a worldwide level.

After eight years of investigation and development for the Ready to Eat category, since 2012 Hortifrut and its partners have been the suppliers of fresh Ready to Eat Blueberries for leading companies in the food-service area, marking an important milestone not only for our Company but for the whole Berries industry, since it represents the first step to enter Berries to the food-service channel as a Ready to Eat product.

To date, there are two plants for this product, one of them is in the United States and the other in Chile. Apart from commercializing Blueberries in this format, during 2013 we began commercializing other washed and ready to eat fruits, to complement the offer.

The Ready to Eat concept is a great part of worldwide demand, which has caused a great motivation at Hortifrut to lead the chopped, washed and ready to eat fruit market. Mainly with retail sales, we aim to back the daily consumption of healthy food for people of all ages, always with an exhaustive product control during the whole production and distribution flow under a high-quality standard corresponding to the Company.

After experiencing several improvements and adaptations to install it in the current market, from May 2015 the RTE line called Natural Quick has been available. During 2016, we increased the useful life of this product by two days and incorporated the family size pack, as well as individual packages that have been developed from the start, managing to cover a large variety of consumption opportunities.







INNOVATION:  
HORTIFRUT'S MAIN INVESTMENT FOCUS





## INNOVATION: HORTIFRUT'S MAIN INVESTMENT FOCUS

In its over 30 years of history, Hortifrut has been building a business model where innovation has been one of its fundamental pillars, managing to generate value in each of the stages of the productive process. As a result of this intense and continuous work we see the development of new varieties, process modifications in the search for efficiency, different production systems and permanent incorporation of new technologies, among others. Nevertheless, it is important for the innovation motor to be constantly working to improve each one of the productive processes and to continue leading the market.

With this objective, during 2016 Hortifrut became a member of the Innovation Club. This club is the first corporate innovation Hub in Chile and Latin America, within which the Company has been working to find the connection - collaboration - co-creation, which are the three indispensable fundamental pillars to obtain a growth in sustainable and high impact innovation.

During 2017 the Intensity of Innovation will be quantified, which is a modern index that INNSPIRAL developed, that quantifies the percentage of the Company's results (EBITDA) that come from innovation, in other words, technological solutions, new varieties, new products, services and new production methods with less than 5 years in the market. With these results, we expect to develop a strategic plan that focuses on accelerating innovation processes, based on the objectives expressed for 2020.

Hortifrut considers that innovation and technology require it to be constantly concerned about training its workers and producers, so that they can be prepared to face a successful business at a global level and to generate value in the productive chain.

Mainly in the agricultural area, it feels responsible, as a leading Company in production, export and commercialization of Blueberries, to look for different tools oriented to solving problems that limit the profitability of the investment of all the Blueberry producers in the industry. Thereby it places its fields at their disposition and invests in investigation and innovation to perform tests and develop technologies, being a platform to share results and experiences.





## HORTIFRUT'S TECHNOLOGY AND INNOVATION FAIR

Based on this concept, every two years the Company performs its main event to transmit these practices: Hortifrut's Technology and Innovation Fair. During 2016 the second version took place, which gathered over 900 people from the Blueberry industry, 67 stands with featured national and international suppliers, whose objective is to bring producers closer to the different technological tools, products and services that exist in the market.

The Fair has become a referral of innovation and diffusion to inform all the actors that are involved in the world of Berries, providing our producers with the necessary tools so they can incorporate innovative products and services, improving processes and the performance of their fields, whose objective is to provide an enriching experience, which allows them to compete at a global level with the challenges that each season brings.



The main speakers who participated in Hortifrut's 2nd Technology and Innovation Fair were:

**JAMES CANTÓN:** outstanding author and lecturer, ex White House consultant and advisor for global companies, whose presentation focused on key topics such as big data, robotics and systems intelligence to make different types of processes more efficient. Furthermore, he highlighted that advances in global innovation not only affect information and electronics areas, but it also applies and its incorporation is very necessary in agriculture.

**IVÁN VERA:** founder and president of INNSPIRAL and the Innovation Club, where over 50 companies participate, has been encouraging entrepreneurship and innovation in different industries in Chile and the world for over 20 years. On this occasion, he invited all the producers to work together with Hortifrut, to show and know the problems of others, indicating that the analysis of problems is and will always be the origin of innovation, making it easier to accomplish improvement and growth when working as part of a team.

**NICOLÁS MOLLER:** Hortifrut's current Corporate Vice Chairman, presented the main challenges in the Chilean Blueberry industry to continue leading at a global level in front of neighboring competitors, stating that the real threat for the industry is to stay static, doing more of the same. He stated that the Chilean industry's duty is to modernize genetics, produce more per square meter and perform protected agriculture due to climate change.



## NEW TECHNOLOGIES USED BY HORTIFRUT AND ITS PRODUCERS



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### AGROID: CONTROL OF HARVEST IN REAL TIME

Hortifrut has worked for over three years at Agroid to improve and adapt the harvest management system, with the objective to obtain a greater efficiency in the use of workforce, whether it be for a determined agricultural task, or to record the traceability of the fruit and quantify the performance of the plantations. Thanks to this tool, it has become possible to keep a record of the harvested kilos per isle, just by weighing the fruit that the harvester hands over, allowing to have on-line information of all that is being recorded and, based on this information, make decisions at the right moment. During the current season this tool has been used, among other things, to obtain harvest performance reports that allow to prepare the payroll calculation of over 75,000 harvesters, based on the exact volumes harvested by each one of them.



MULTISPECTRAL AND VIGOR IMAGES

### PRECISION AND DIAGNOSIS AGRICULTURE

The Company is working with drone and satellite image processing companies with the objective to integrate precision agriculture in Blueberry fields. We currently have an established prototype of 30 hectares, where we are validating the different evaluated parameters.

With the Company Harddroner we have developed the method to perform a cadaster of plants per sector with multi-spectral images taken with drones, with a standard error of 0.6% in case of mono-varietal orchards. With the company LB-Track we are performing a weekly follow up of the water status of plants and comparing this with growth indexes. Also, we are performing segregation of monitoring points based on the historic behavior of the last 5 years. With the company DiagnoChrome we are validating a kit for determining Botrytis Cinerea in Blueberry flowers and fruits for the first time, based on molecular biology tools to detect a specific phytopathogen; the novelty of this kit is that it allows to detect in a fast and early manner the presence of the pathogen and, in a second stage, we expect to train the monitoring team of two fields for its validation at a productive level.



TECHNOLOGICAL GREENHOUSE

## INTERNAL INNOVATION DEVELOPMENTS

- **MODERNIZING GENETICS:**

Hortifrut has placed an emphasis on varietal selection and the obtention of new varietal programs, which has allowed to improve its quality standards, increase the productivity of the plantations and produce fruit of a good quality and condition which allows it to reach more demanding and distant markets. To comply with this objective, 10 years ago, Investigation and Development Management was created.

- **INTENSIVE PRODUCTION SYSTEM:**

For the past year, we have been working on developing an intensive Blueberry production system, in high density, out of ground and with organic handling at a commercial scale. In Chile, there are currently 240,000 Blueberry plants in pots established under a totally automatized multi-tunnel greenhouse, which has a greater light capacity, better ventilation and control of these to work in a more efficient manner. It has incorporated a technological self-control climate system which is adapted for the use of thermal screens, heating systems and humidity systems, among others. This productive system has allowed to reach vegetation growth rates of up to 2 cm per day.

## INVESTIGATION PROJECTS

With the support of the Foundation for Agricultural Innovation (FIA) and the Institute for Agricultural Investigation (INIA), we have worked on the development of several projects, among which we highlight:

- **ORGANIC FERTILIZATION PROJECT,**

called “Development of a tool in the nutritional scope, to make decisions regarding organic Blueberry production”, whose objective was to know in detail the nutritional content, efficiency and the way to dispose of nitrogen, phosphorus and potassium of the main organic fertilizers authorized in Chile, which are currently the base of our fertilization program. This investigation was performed together with Juan Hirzel, INIA investigator. During 2016, this project was selected by FIA as one of the projects with the greatest impact in the last 5 years.

- **AGRICULTURAL PRECISION PROJECT,**

called “Estimation of performance and quality of Blueberry orchards, based on agricultural precision tools and IoT (Internet of Thing)”, which is being developed together with Stanley Best, INIA investigator, whose objective is to develop a system (hardware-software) to estimate the spatio-temporal performance and quality of Blueberries, which allows to identify deficient areas within a plantation.

On the other hand, with the support of Innova Corfo and the Institute of Agricultural Investigation (INIA), Hortifrut has also worked on several projects, of which we highlight the result obtained in the Cabrito Project, called “Formulation of entomopathogens for the sustainable environmental handling of Cabrito (*Aegorhinus nodipennis*) in the harvesting of Blueberry”, whose main result has been the release of two strains of entomopathogenic fungi and one strain of entomopathogenic nematode with a control efficiency of Cabrito above 60%, which will be available at a commercial level in May 2017.

Additionally, with own financing, the Company has worked on the Robotic Project, which is one of the most innovative projects where Hortifrut is participating, called “Naturipe Challenge”. This project aims for the development of a robotic harvesting system for Blueberries. To date 4 finalists have been selected for this challenge, with whom the company is holding conversations to evaluate the following stages of the process.



- |                   |                          |
|-------------------|--------------------------|
| 1. BCI            | 16. Well Punps           |
| 2. Agrotechnology | 17. Copec                |
| 3. CHEMIE         | 18. Moto Art             |
| 4. Agrinova       | 19. Red Agrícola         |
| 5. INIA           | 20. Gravo                |
| 6. Agroid         | 21. Universidad Católica |
| 7. WiseConn       | 22. CDTEC                |
| 8. Syngenta       | 23. Kubota               |
| 9. AgroConnexion  | 24. Biofeed              |
| 10. BioBee        | 25. ASECH                |
| 11. Radisson      | 26. NOI HOTELES          |
| 12. Harddrones    | 27. Agrod descuentos     |
| 13. Tecnofast     | 28. Fitological          |
| 14. Easy-Fill     | 29. LEGRO                |
| 15. Adama         | 30. Copeval              |

Our objective as a Club is to continue growing, getting closer to and incorporating new technologies and services so that every day our producers can continue to grow and innovate in their fields.

## PRODUCERS CLUB

Hortifrut's Producers Club is an initiative that allows its producers to connect and find new opportunities to accede to a series of benefits in order to back them to find the necessary tools to improve their performance, through a variety of products, services and technologies, that aim to contribute to the efficiency and competitiveness of their fields.

Until 2016, the Producers Club has existed for 2 years, bringing novelties to its members, such as the launching of our new Club App, which aims to facilitate the access for our producers to the benefits that the Club offers.

The Producers Club already counts with over 30 alliances, which belong to different agricultural categories, thereby managing for the producer to have a wide scenario where it can find and obtain several benefits. To date the alliances are:











QUALITY, SAFETY  
AND TRACEABILITY





# QUALITY, INNOCUITY AND TRAZABILIDAD

## KEY OBJECTIVES OF THE PROGRAM

- Assure quality and health as per the customer's requirements.
- Satisfy the producer by granting a good quality assurance service in all the chain.
- Satisfy the auditing requirement for the Production/Commercial and Operational areas and the key processes that affect quality.
- Fully comply with all the legislation in the countries of origin and destination of our fruit.
- Comply with FSMA (Food Safety Modernization Act), food safety modernization law of the United States.

## CURRENT AND FUTURE CHALLENGES

Currently we have seen a tendency to constantly establish greater demands related with Food Safety and Social Responsibility on behalf of customers, which most of the time are specific for each one of them, which generates new challenges to implement different protocols with the objective of complying with these.





## EXECUTION MECHANISMS

- Guarantee quality and sanity during all the phases of the productive process, harvest and post-harvest.
- Predictive quality system that involves all the key processes to assure good organoleptic and firmness conditions upon arrival to the final customer.
- Key processes start with the production model (phytosanitary program, fertilization, pruning, harvesting, cold chain).
- Improvement of all the capture system of the pesticide applications of the producers, with computerized systems, linking this data with the information from pesticide residues obtained from each producer at the start of the season and every time it is applied. This information is available on the web page that Hortifrut has for its customer platform.
- It counts with the best computer tools to have objective and opportune information for making decisions. These tools can monitor the quality of any part of the value chain and under any fruit format.
- “On-line” system for sending quality reports to producers, minutes after receiving the fruit in storage, which allows them to improve the quality selection of its quarters.
- Synchronized quality system with SAP to handle logistics which allow to perform shipment blockage restrictions for those lots that do not conform to quality.
- Traceability System: each sale pallet/box/unit can be followed from the orchard to the final customer, allowing to detect the critical point(s) that cause quality problems at destination, and facilitate the retrieval process for fruit lots, if necessary.
- Food safety: a rigorous monitoring takes place of pesticide applications and constant analysis takes place of their residues, the results are linked with SAP, allowing the blockage of the exit of a non-conforming pallet/lot in case there are restrictions for its export to a special destination.
- There is rigorous monitoring of the Food Safety program during the whole value chain, from the orchard to the installations at destination, with the objective of complying with the global certification standards.
- Implementing of several requirements to comply with FSMA, in relation to Produce Rule, mainly focused on preventive controls to be applied at the installations, among others.
- Since 2013 we count with a computer tool that allows to keep a record and perform enquiries regarding all the Food Safety information required for each of the customers, such as Food Safety Certificates, Sedex questionnaires, phytosanitary applications and analysis of pesticide residues. This system is on-line with the service providers, such as laboratories and certifying companies, allowing to provide the information that is requested by the customer in relation to these matters in an opportune and immediate manner.

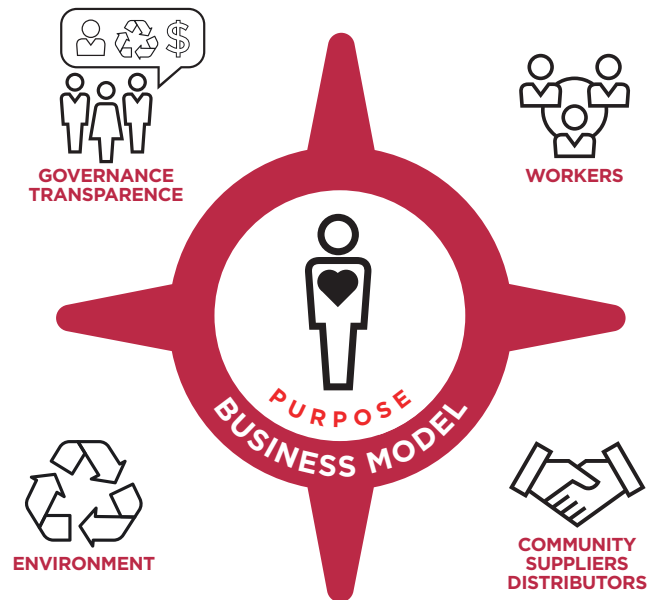


CORPORATE  
SOCIAL RESPONSIBILITY





# CORPORATE SOCIAL RESPONSIBILITY



Hortifrut has developed a Corporate Responsibility policy that aims for a balance between the economic, social and environmental dimensions, managing to generate a positive impact on the communities, the workers, their family, corporate governance and the environment. Thereby Hortifrut has developed initiatives that have contributed to it becoming a Company that is recognized by the community.

Our CSR policy is applied within the Company and in relation to all our fruit, material and service providers. Therefore Hortifrut actively collaborates with its producers and suppliers so that they have an adequate training and knowledge of the required CSR standards.

Every year an audit takes place within Hortifrut and at the producers associated to it, which is performed by companies that perform this kind of certification at a global level, thereby they are evaluations that are acknowledged by most of our customers in the United States, including Costco and Safeway. Also, the producers that sell their fruit in Europe through Hortifrut must count with the SEDEX self-evaluation system. Said audits are checked annually and requirements that are more demanding for its approval are permanently being added.

## VIRQUENCO SOCIAL, CULTURAL AND SPORTS CORPORATION

In April 2004 Hortifrut created the Virquenco Corporation to improve the quality of life of the inhabitants of Villa Virquenco, place where the Company's largest organic Blueberry plantation field is located and where most of the inhabitants of the town work in harvesting and maintenance tasks at this field.

The Corporation's main objectives are to:

- Turn Virquenco into a better place to live.
- Improve the education of children and adults of a low-income level.
- Create new economic income sources for months without harvest.

The Virquenco Corporation focuses on cultural, social and economic aspects, benefiting over 180 people between children, youth and adults.

### 1. SPORTS AREA

Its objective is to take care of, train and encourage sports in children in social risk between 7 and 18 years old. Competitive tours have taken place outside the region to create team spirit, love of community and to create opportunities for Young talents interested in forming part of professional sports teams.

### 2. SOCIAL AREA

To look for solutions to the daily problems of the inhabitants of the community with the support of a social worker from the locality of Santa Fe. Mainly focus on providing tools that contribute to complementing family income; to diagnose and improve psychopedagogical problems in children; to provide counseling regarding the obtention of benefits granted by the State of Chile depending on the socio-economic condition of the people, such as disability and old age pensions, health and student scholarships, and to provide information of State and private company social projects to improve the community's infrastructure.

### 3. CULTURAL AREA

This area aims to improve the education of the community. Its objectives are to motivate the correct use of free time, avoiding bad habits in adults and children, to transmit feelings of personal realization and to strengthen Chilean traditions through the creation of folkloric ensembles showing the identity of the Chilean people through dances and music.



SOCCER CHAMPIONSHIP



SPORTS END OF YEAR OUTING



CHILDREN'S DAY CELEBRATION



CHILDREN'S DENTAL CARE



## MOBILE DENTAL CLINIC

The fourth version of our Mobile Dental Clinic took place in a successful manner, initiative that provides dental and educational training in relation to dental care and hygiene for our permanent and temporary collaborators, their children and the community, totally free of charge.

94

This Project has been financed thanks to the contribution of the "Charity Fund" which Hortifrut's subsidiary, Naturipe Farms® created in 2012 to benefit the children of collaborators that work in the Company's fields. The focus of this help is health and education through projects that aim towards the welfare of its workers, children and the community close to our fields and operations.

To comply with this objective, we leased a ground vehicle where we implemented all the necessary elements to be able to develop quality dental attention, as well as implement a movable dental clinic to be able to double the attentions within the defined deadlines. We count with a team of first level professionals who went to each of the areas where we offer this benefit.

During a month of functioning and after traveling over 7,000 kilometers together with Mobile Dental Clinic, we visited productive units in Huechuraba, Pudahuel and Curacaví in the Metropolitan Region as well as the áreas of Putaendo, Curepto, Chanco, Mataquito, Chillán, Temuco, Angol, Panguipulli and Hijuelas, attending 216 children and 364 adults.



ADULTS' DENTAL CARE

Additionally, we attended, free of charge, 44 children and 21 caretakers from two homes of Fundación Padre Semería, institution that receives children from Family Courts, located in Santiago and San Vicente.

Thus, in the 2016 Dental Clinic campaign, a total of 643 patients were attended, being favored with preventive exams, fluoride treatment, sealant, fillings and dental extractions, among others. This year the number of patients increased 39% compared to the 2015 campaign.

This year, at the award ceremony for Good Business Citizen, organized by AMCHAM Chile 2016, Hortifrut, with its Mobile Dental Clinic Project, was nominated with another 24 companies due to its contribution to dental care and coverage in an innovative manner.



## INTERNET ANTENA IN RURAL AREAS

Thanks to the contribution of our subsidiary Naturipe Farms®, from 2012 we have been concerned about contributing to the Digital Alphabetization of our workers and the community, contributing to the purchase of computers, computer courses and installation of wireless internet. This year we improved the coverage, covering areas that did not previously count with internet access.

## HORTIFRUT BACKS ATHLETES

As part of the actions that Hortifrut performs on behalf of the communities and the commitment that it has with sport and good practices related with healthy living, this Company backs the Chilean cyclist Cristian Strap, specialist in mountain bike, specifically in cross country, the only Olympic branch of the discipline, who is focused on becoming number one in Chile.

## DONATION THROUGH SOCIAL SCHOLARSHIPS

For the third consecutive year, Hortifrut performed an important donation of its tax exemption through Social Scholarships. This year we collaborated with the equivalent of US\$ 15,200 for the OTEC (Technical Training Organism) Fundación Imagina Pequeños Negocios Grandes Emprendedores, part of the Desafío Levantemos Chile Foundation, as a contribution to the financing of its 2017 Training Plan. This non-profit organization is oriented to encouraging, backing, coordinating and strengthening the initiatives of economic entrepreneurship for people and families living in poverty and social risk.



## BENEFIT FOR PADRE SEMERÍA FOUNDATION

For Christmas celebrations, Hortifrut's collaborators participated by donating the equivalent of 100 entry tickets plus food for children belonging to the Padre Semería Foundation, to enjoy a day at the Fantasilandia theme park. The Foundation counts with three homes, with 94 children between the ages of 12 and 17 years old (on average) derived from Family Courts. The mission of this foundation is to house these children in a healthy and safe environment, where they can repair the damage suffered and move ahead by rejoining their family or obtaining an independent adult life.

Our collaborators joined this initiative with contribution in money for this gift, and a delegation of Hortifrut volunteers also went personally to deliver it, together with a Christmas gift for each one of the children, in order to be able to spend time with them.



VISIT FANTASILANDIA THEME PARK

## SOLIDARITY COLLECTIONS

The Company organizes solidarity collections in case of complex situations when one of our collaborators or their families need help, using the Campaign 1+1, where everything obtained by the voluntary donations from our employees in the campaign is doubled by Hortifrut, making the amount of the donation more important. During 2016 the total amount collected for the benefit of collaborators in complex situations was \$4,406,000. Likewise, solidarity collections also take place to back non-profit institutions.



**NOTICIAS**

### Colecta solidaria

Los invitamos a participar de la colecta solidaria que organizamos en beneficio de Julio Vías Godoy, hijo de Aurora Godoy, Supervisora de Cosecha en el Campo La Playa de la Serena, quien sufre de un tumor cerebral de alto riesgo, detectado hace 3 años.

El monto que reunamos permitirá que Aurora y su familia puedan continuar costeados los exámenes y optar a otras opiniones médicas.

Con la campaña 1+1, Hortifrut Comercial donará el mismo valor que se logre reunir en esta colecta.

¡Súmate, tu ayuda es fundamental!

La campaña dura hasta el 8 de abril.

**HORTIFRUT**



## RISK PREVENTION AT PITRUFQUÉN

Our Risk Prevention team in Region IX, performed a work risk prevention presentation for 15 inmates from the Preventive Detention Center in Pitrufquén who work in the areas of tire retreading and carpentry. Among the covered topics were self-care at the work posts, handling of stationary and mobile tools, assigned coverage in case of accident, safe work procedure, identifying risks and dangers, safety procedures and work ergonomics. Apart from this, personal protection elements were donated for the interns that do not have these basic security elements.

## CORPORATE GIFTS

Every year Hortifrut prepares an end of year greeting for its collaborators, giving each of them a gift. This year, to give a special sense to the festivities and to collaborate with the community, we purchased products developed by young people with intellectual disability that belong to Coanil Foundation, thus contributing to its training and labor insertion program. Due to the good reaction to these products on behalf of our collaborators, we have integrated them as stable suppliers for different requests.



## OCCUPATIONAL HEALTH AND SAFETY

The Companies of the Hortifrut Group count with a team of professionals dedicated to taking care of the health and safety of all the collaborators, generating a follow up, control and fulfilment of all the valid legal dispositions that come from the applicable legislation.

One of the most relevant investments in work health and safety of the Hortifrut companies, is the commitment with the professional illness surveillance program. It integrates the surveillance processes in the specific Preventive Management System for each Company, to promptly detect risk agents that could affect the health of the workers. It counts with an Integrated Surveillance Model that articulates the Environmental Surveillance, Health Surveillance and Psycho-social Risk Surveillance Protocol Programs, based on protocols issued by the Health Ministry.



NOTICIAS

**¿Sabías que más de 50.000 becas para carreras técnicas y profesionales se pierden cada año en Chile?**

**¿Quiéres saber cómo pueden acceder tus hijos a estas becas?**

**Si:**

- Tu hijo o hija quiere ingresar a la educación superior el año 2017 o está estudiando una carrera y quiere seguir haciéndolo.
- Tu hijo o hija egresó de colegio municipal, particular subvencionado o particular con nota sobre 5.0.
- Tu ingreso familiar per cápita es hasta \$250.000 líquidos mensuales para becas y hasta \$150.000 líquidos para gratuidad. (Se calcula sumando todos los ingresos familiares y se dividen por el número de personas que viven bajo el mismo techo, incluidos niños).

Entonces insíbete en el **Programa que Hortifrut** está desarrollando con Fundación Por Una Carrera en beneficio de los hijos de los trabajadores a nivel nacional.

Inscripciones con Alejandra Zamorano al correo [azamorano@hortifrut.com](mailto:azamorano@hortifrut.com) o al teléfono (56) 22368 3310.

## “BUILD YOUR FUTURE” PROGRAM

Hortifrut and the Por Una Carrera Foundation, invited the families of their workers to participate in a program that aims to inform and back the process for applying to higher education, granting vocational orientation and personal counselling in this stage. The Objective of the program is to motivate them to study in higher education, to guide them in selecting a career and institution as per the interests and abilities of each one, backing them in the search for financing that adapt to their personal needs and accompany them during the application process and assignment of scholarships and credits. With this 11 worker's children applied for state scholarships, private scholarships and state credits, the results will be available in March 2017.





WORLD  
BERRIES INDUSTRY





# WORLD BERRIES INDUSTRY

The Berries industry is mainly focused on the markets with a high fruit consumption at a global level. These are North America<sup>3</sup>, Europe and the main emerging markets such as Brazil, Japan, South Korea, China<sup>4</sup>, Mexico and Singapore.

## NORTH AMERICA

North America is the largest market in the Berries industry, market where the total consumption of the four most relevant Berries<sup>5</sup> categories reached 1,342,000 tons in 2016, with a compound annual growth of 4.8% during the 2000-2016 period.

Leaving Strawberries aside, which show a more stable growth since it is a variety in mature regime in North America, the rest of the Berries categories increased an annual 13.7% in said period.

The North American market satisfies a great part of its consumption with internal production and imports mainly from Chile, Mexico, Argentina and Peru<sup>6</sup>. In the northern hemisphere, internal production is generated in the summer months and most imports from the southern hemisphere take place in winter. The latter generates attractive price and volume curves for a global producer such as Hortifrut, who manages to take advantage of the falls in volume in the periods between April and May and between September and November. The following charts show the behavior of volumes and prices of the four Berries consumed in North America.

In the specific case of Blueberries, their consumption in the last 16 years has increased at a compound annual rate of 12.7%. In relation to prices, during the last few years we have seen stable behavior despite the growth in volume, which shows the strength of the demand for this product.

<sup>3</sup> North America includes only United States and Canada.

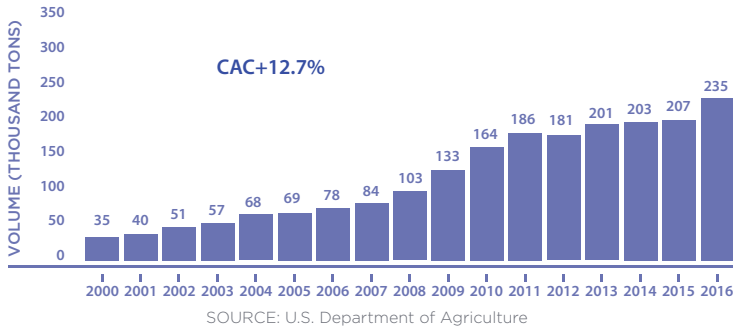
<sup>4</sup> Mainly Hong Kong.

<sup>5</sup> Blueberries, Strawberries, Raspberries and Blackberries.

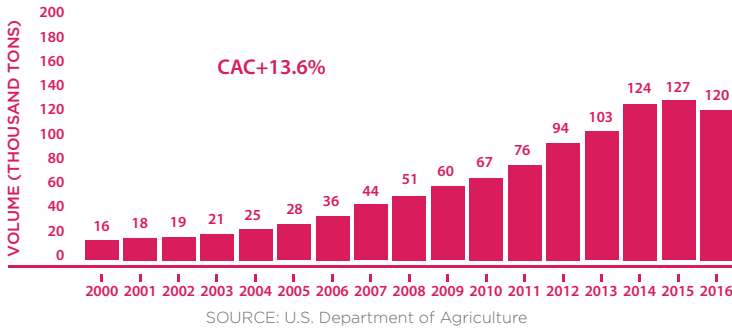
<sup>6</sup> Hortifrut has export centers in these places.



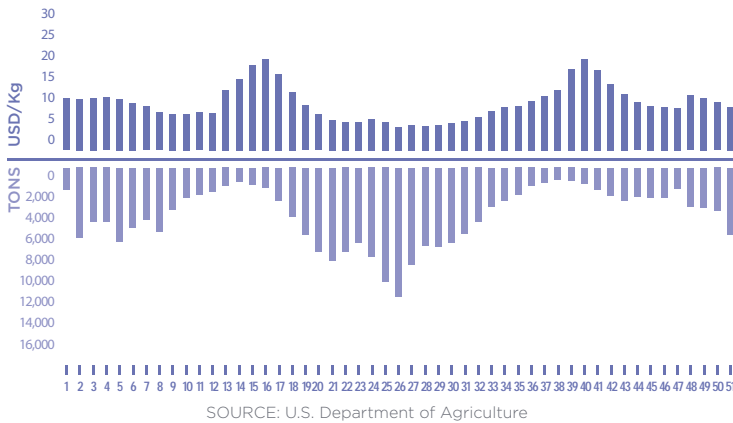
### EVOLUTION OF CONSUMPTION AND PRICE OF FRESH BLUEBERRIES IN NORTH AMERICA (THOUSANDS OF TONS)



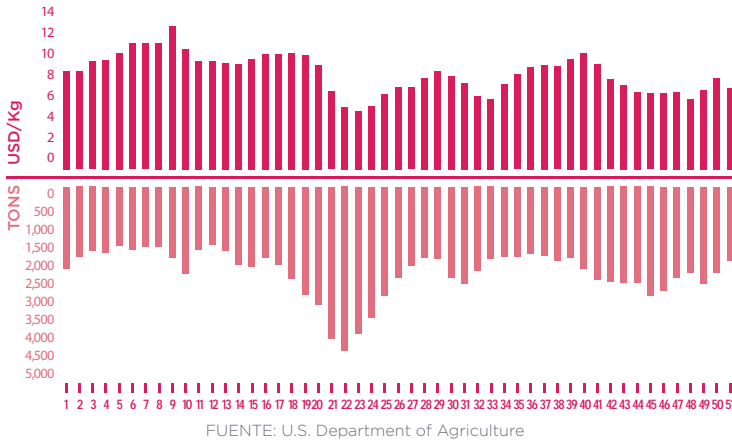
### EVOLUTION OF CONSUMPTION AND PRICE OF FRESH RASPBERRIES IN NORTH AMERICA (THOUSANDS OF TONS)



### 2016 WEEKLY VOLUME AND PRICE OF BLUEBERRIES IN NORTH AMERICA

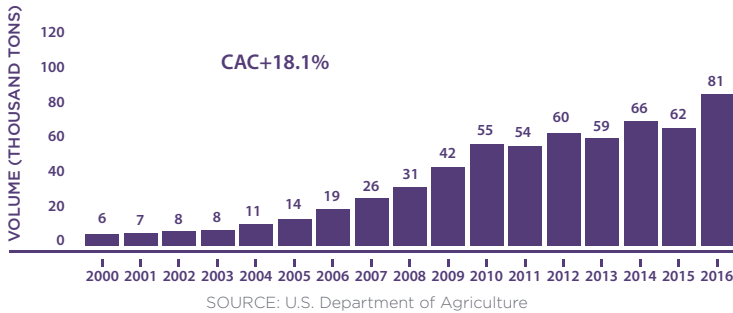


### 2016 WEEKLY VOLUME AND PRICE OF RASPBERRIES IN NORTH AMERICA

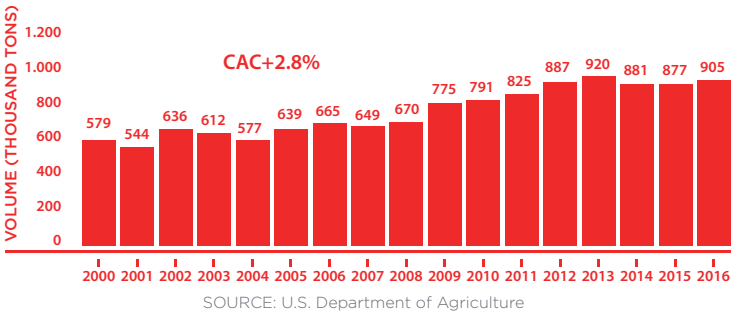


Raspberries have also experienced a strong growth, reaching a composed annual rate of 13.6% in the last 16 years.

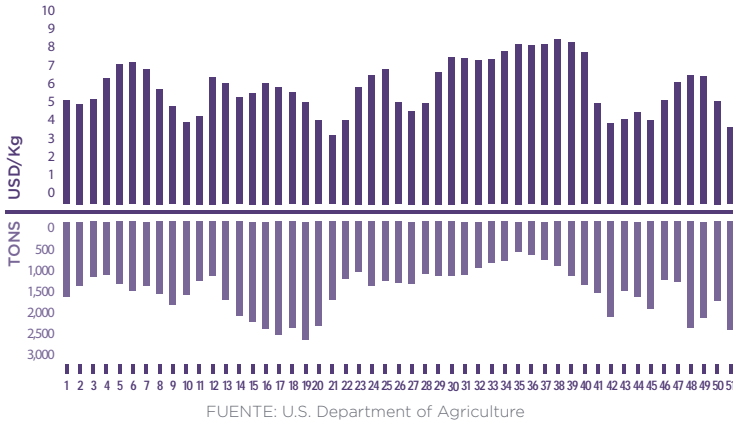
**EVOLUTION OF CONSUMPTION AND PRICE OF FRESH BLACKBERRIES IN NORTH AMERICA (THOUSANDS OF TONS)**



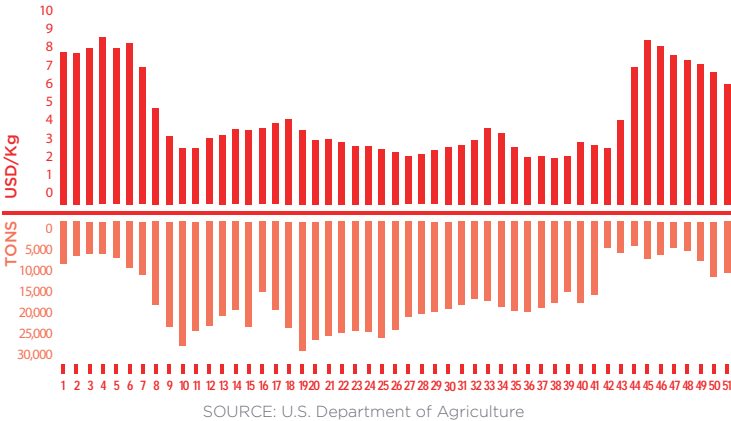
**EVOLUTION OF CONSUMPTION AND PRICE OF FRESH STRAWBERRIES IN NORTH AMERICA (THOUSANDS OF TONS)**



**2016 WEEKLY VOLUME AND PRICE OF BLACKBERRIES IN NORTH AMERICA**



**2016 WEEKLY VOLUME AND PRICE OF STRAWBERRIES IN NORTH AMERICA**



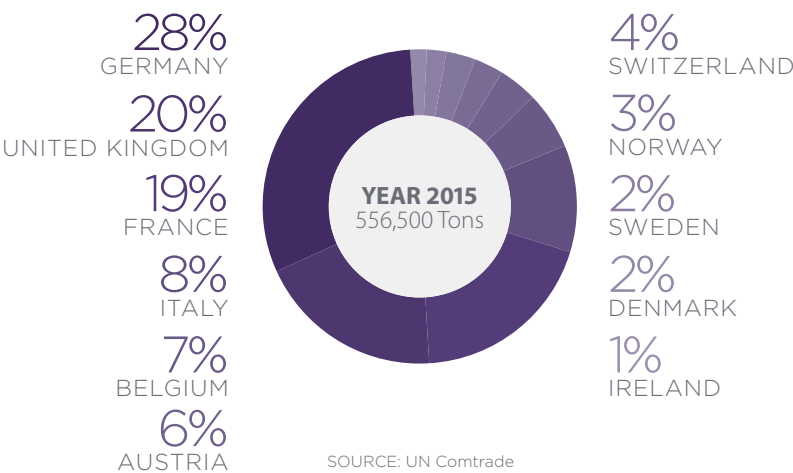
In the case of Blackberries, the composed annual growth of the last 16 years in North America was 18.1%.

Last of all, Strawberries have experienced a 2.8% growth. Its lower growth compared to the other Berries is because the comparison base is very high, since its volume already experienced a strong growth in the 90's, reaching its maturity phase. Its high consumption is partly explained because it is easily produced locally during the whole year.

# EUROPE

In Europe, the consumption of Berries is mainly located in eleven countries, which concentrate nearly all imports: Germany, Austria, Denmark, France, Ireland, Italy, Norway, Sweden, Switzerland and United Kingdom, which represent over 95% of the total.

DISTRIBUTION OF THE VOLUME OF BERRIES IMPORTED AMONG THE MAIN 11 IMPORTERS IN EUROPE (2015)

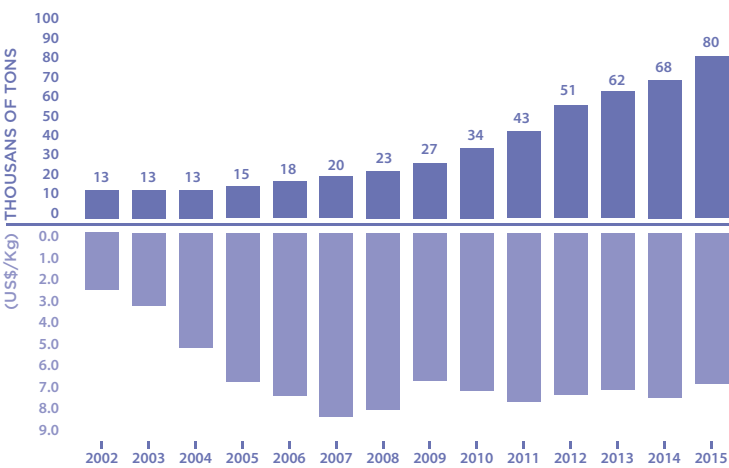


As per the latest available information, in 2015 the European market imported over 556,000 tons of Berries, with a compound annual growth for the 2002-2015 period of 2.9%<sup>7</sup>. Nevertheless, when we separate Strawberries, the annual compound growth for imports and price was 10.3% and 8.1%, respectively.

In the specific case of Blueberries, imports in Europe have increased at a compound annual rate of 14.8%, reaching almost 80,000 tons. Considering local production, consumption in Europe reaches 140,000 tons<sup>8</sup>, which represents 60% of what is consumed in North America. At the same time, the price of Blueberries has increased at a composed annual rate of 7.7%.

7 Source: UN Comtrade  
8 As per production statistics informed by IBO (International Blueberry Organization).

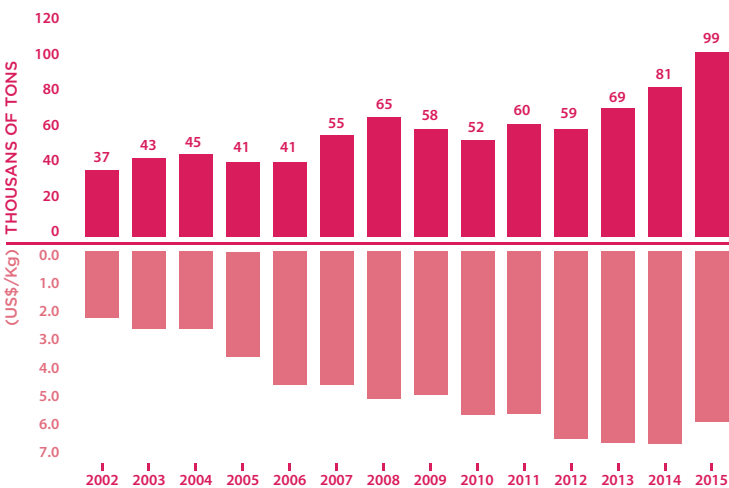
EVOLUTION OF IMPORTS AND PRICES OF FRESH BLUEBERRIES IN EUROPE



SOURCE: UN Comtrade, imports from Germany, Austria, Belgium, Denmark, France, Ireland, Italy, Norway, Sweden, Switzerland and United Kingdom.

In the last 13 years, the compound annual growth rate of Raspberry production in Europe has been 8.0%, while Strawberry has been 1.0%, with prices growing at compound annual rates of 7.9% and 3.7%, respectively.

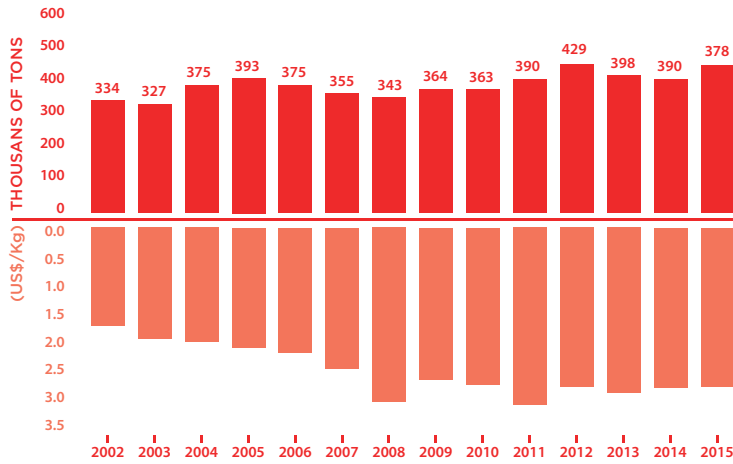
EVOLUTION OF IMPORTS AND PRICES OF FRESH RASPBERRIES IN EUROPE



SOURCE: UN Comtrade, imports from Germany, Austria, Belgium, Denmark, France, Ireland, Italy, Norway, Sweden, Switzerland and United Kingdom.

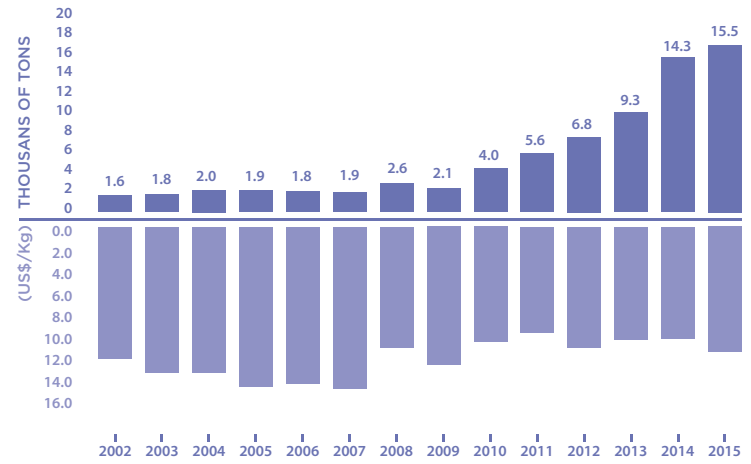


### EVOLUTION OF IMPORTS AND PRICES OF FRESH STRAWBERRIES IN EUROPE



SOURCE: UN Comtrade, imports from Germany, Austria, Belgium, Denmark, France, Ireland, Italy, Norway, Sweden, Switzerland, United Kingdom and exports from Morocco.

### EVOLUTION OF IMPORTS AND PRICES OF FRESH BLUEBERRIES IN NEW CONSUMPTION MARKETS



SOURCE: UN Comtrade, imports from Brazil, China, Hong Kong, Japan, South Korea and Singapore.

## NEW CONSUMPTION MARKETS

Within these new markets, the countries that concentrate the highest consumption of Berries are Hong Kong, Japan, Singapore, China, South Korea and Brazil. These markets, in relative terms with North America and Europe, are in a very incipient development stage and together represent around 2% of the North American market.

During 2015, these countries imported a total of over 30,400 tons of Berries, representing a compound annual growth of 8.5% for the 2002-2015 period. If we also consider local production that is not exported, implicit consumption of the region was approximately 61,000 tons.

Between 2002 and 2015, the volume of imported fresh Blueberries has grown at a compound annual rate of 19.3%, surpassing the 15,500 tons in 2015. If we consider internal production<sup>9</sup> for said year, this amount reaches just over 46,000 tons, which represents 33% of Europe's consumption and 20% of North America's consumption.

The volume of fresh Raspberries has grown at a compound annual rate of 9.8% for the same period, reaching over 1,500 tons. This represents 1.6% of consumption in Europe and 1.3% of consumption in North America. Fresh Strawberries reached a volume of 13,300 tons in 2015, recording a compound annual growth of 3.5% in the 2002-2015 period.

<sup>9</sup> As per production statistics informed by IBO (International Blueberry Organization).





MILESTONES 2016

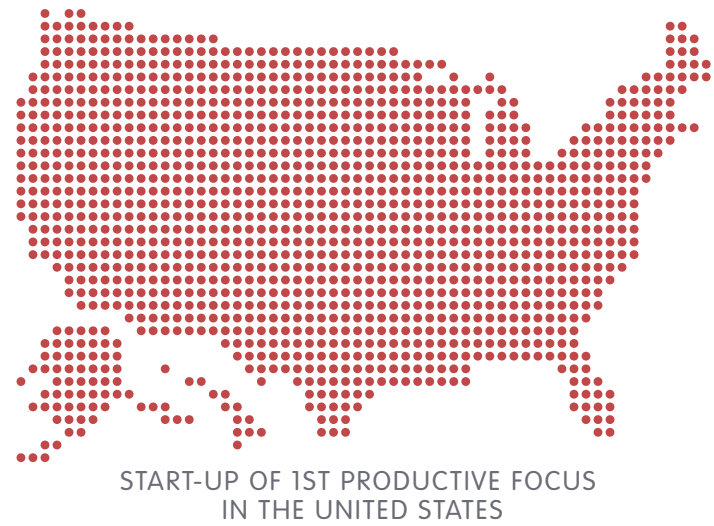
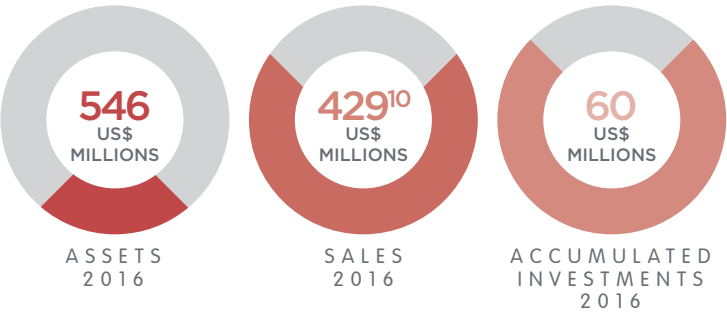








STATISTICS



REALIZATION OF  
HORTIFRUT'S 2ND TECHNOLOGY AND INNOVATION FAIR

51.5 MILLION KILOS  
OF COMMERCIALIZED BERRIES

PERMANENT DEVELOPMENT  
OF NEW VARIETIES OF BERRIES

<sup>10</sup> Corresponds to Income from operating activities, plus Other income, per function.



MANAGEMENT 2016







## MANAGEMENT 2016

Due to the presence of the El Niño climate phenomenon at the end of 2015, which affected the Company's crops in Mexico, Argentina, Peru and Chile, a general delay was observed in the harvests that are normally produced during the fourth quarter of each year due to the late arrival of the adequate temperatures for the maturing of the fruit, transferring volumes for the first quarter of 2016.

Also, the third and fourth quarters of 2016 were characterized by good climate conditions in the southern hemisphere, which forwarded the harvest of Blueberries in Peru, Argentina and Chile, in relation to what was expected in a normal year.

Both factors combined to make 2016 a year with high growth for Hortifrut in terms of volume, sales and results.

Due to the start-up of the validity of Amendment to IAS 16 "Property, plant and equipment" and IAS 41 "Agriculture" dated January 01, 2016, the Company modified, for comparative effects, the opening balances and the presentation of reports for 2015, as is requested by IAS 1 for these circumstances.

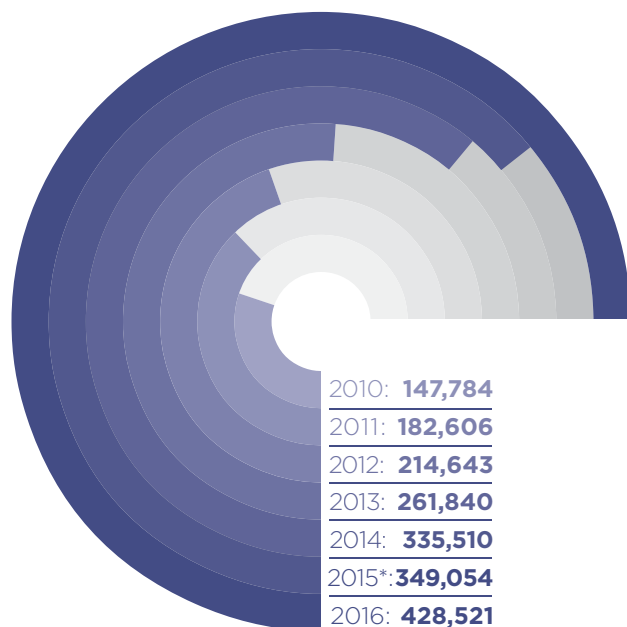
This amendment defines the concept of "bearer plant" (for example vines, fruit trees, etc.) and establishes that these must be recorded as Property, plant and equipment, since it is understood that its functioning is similar to manufacturing. Consequently, it is included within the scope of IAS 16, instead of IAS 41, which implies, among other things, acknowledging depreciation for these assets, item which was not considered before the start-up of validity of this Amendment. The products that grow on "bearer plants" will be kept within the scope of IAS 41.

Hortifrut's sales income reached KUS\$ 428,521, representing a 22.8% expansion in relation to 2015. This is explained by a 21.1% increase in distributed volume, reaching 51,491 tons, while average income per kilo experienced a 1.4% increase.

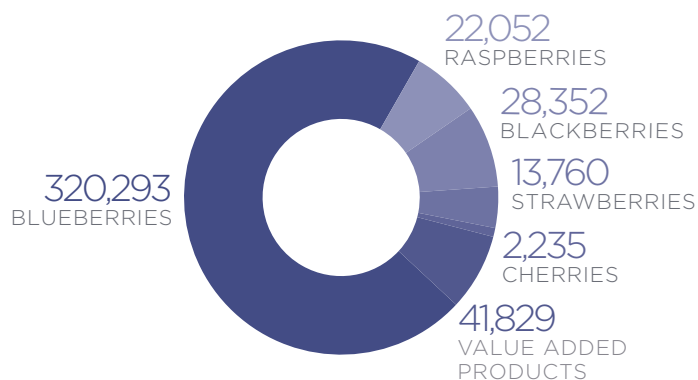
Income from the sale of fresh Blueberries, Raspberries, Blackberries and Strawberries represented 90% of consolidated income during 2016, increasing participation 2.0 percent in relation to what was recorded in 2015. Likewise, sales income from Value added products represent 10% of consolidated income.



## INCOME EVOLUTION (THOUSANDS OF DOLLARS)



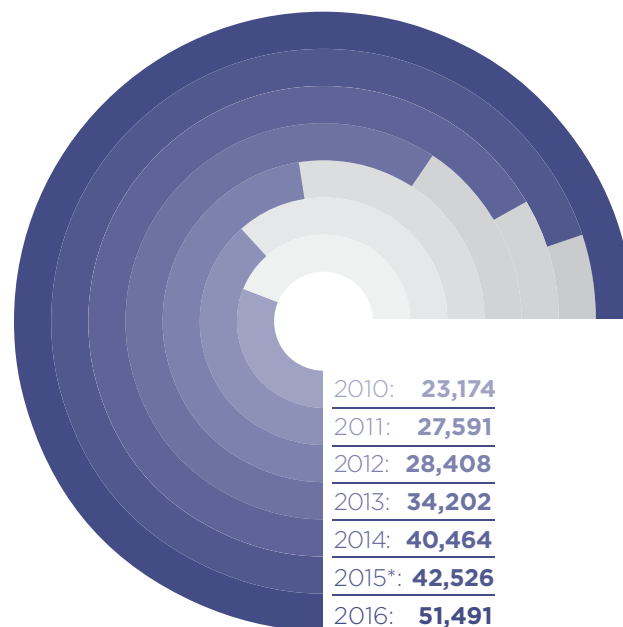
## INCOME 2016 / BREAKDOWN BY SEGMENT



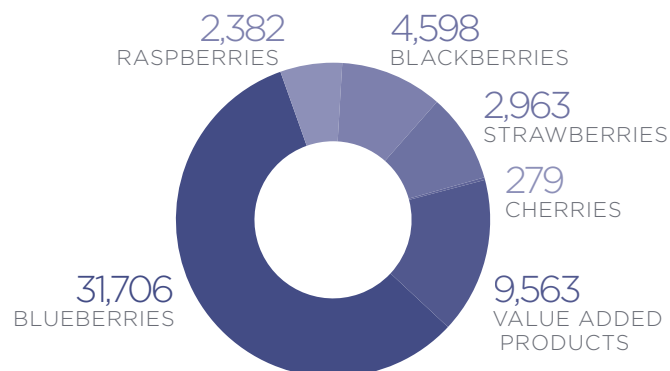
Blueberry segment's sales grew 28.6% reaching KUS\$ 320,293 in 2016, explained by a 29.2% expansion in volume and a 0.5% fall in the average income per kilo. Raspberries experienced an 11.4% decrease in income to KUS\$ 22,052 due to the recorded reduction in volume, equal to 16.7%, while average income per kilo increased 6.4%. In the case of Blackberries, a 4.1% fall in sales volume was observed, enhanced by a 0.1% decrease in average income per kilo, producing a 4.2% reduction in income to KUS\$ 28,352 during

2016. In the case of Strawberries, sales experienced a 7.0% decrease to KUS\$ 13,760, variation that is explained by the 22.9% reduction in distributed volume, slightly offset by a 20.6% increase in average income per kilo. During 2016, Cherries recorded sales income of KUS\$ 2,235, with a 29.5% decrease in relation to the previous year, due to the 39.2% fall in distributed kilos, partly compensated by a 16.0% increase in average income per kilo.

## DISTRIBUTED VOLUME EVOLUTION (TONS)



## DISTRIBUTED VOLUME 2016 / BREAKDOWN BY SEGMENT

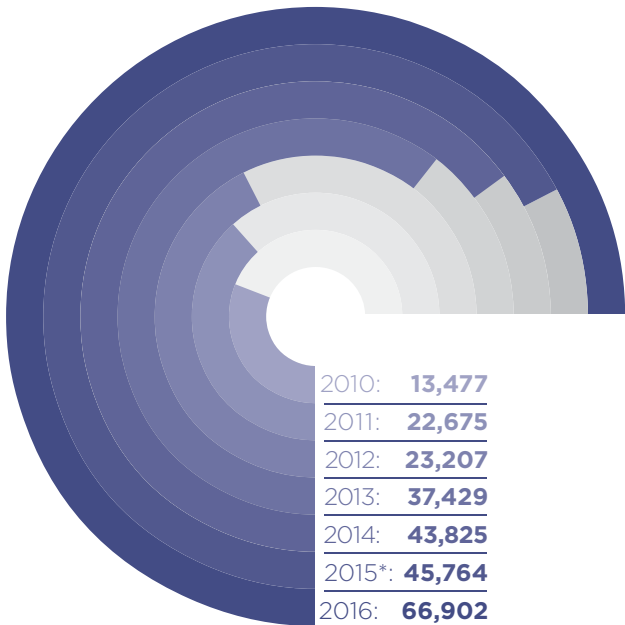




Value added products recorded sales income equal to KUS\$ 41,829 during 2016, increasing 51.4% in relation to income recorded in 2015. This variation is explained by a 58.4% increase in commercialized volume while average income per kilo experienced a 4.4% fall in the same period.

The 2016 EBITDA reached KUS\$ 66,902, increasing 46.2% compared to the KUS\$ 45,764 recorded in 2015. The EBITDA margin also experienced an increase between the two analyzed periods, from 13.1% to 15.6%, the same as the EBITDA margin per kilo which passed from US\$ 1.08 to US\$ 1.30 in 2015 and 2016, respectively.

EBITDA EVOLUTION (THOUSANDS OF DOLLARS)

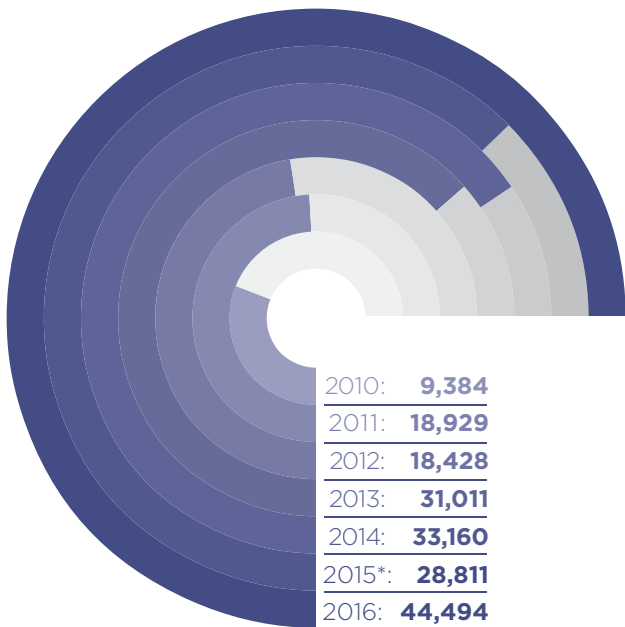


NOTE: EBITDA = Operating Result + Depreciation

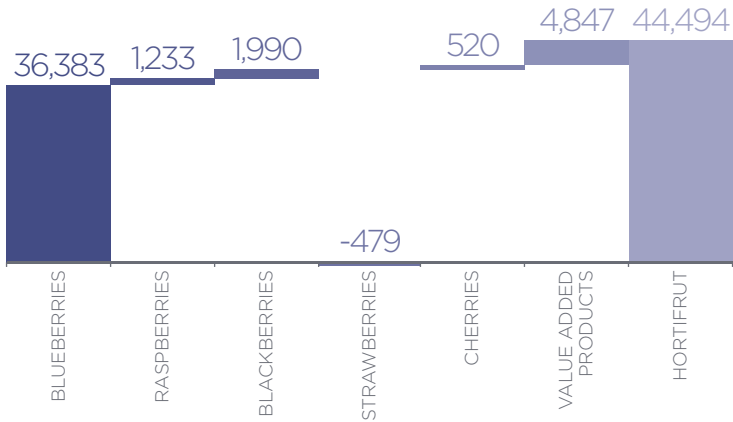
Even though Sales Costs recorded an increase in absolute terms, a reduction of these was observed in unit terms, from US\$ 6.54 per kilo in 2015 to US\$ 6.49 per kilo in 2016.

The Operating Result of KUS\$ 44,494 increased 54.4% compared to the previous period, also, the operating margin increased from 8.3% in 2015 to 10.4% in 2016.

OPERATING RESULTS EVOLUTION  
(THOUSANDS OF DOLLARS)



OPERATING RESULTS 2016 / BREAKDOWN BY SEGMENT



In order to comply with the previously described Amendment to IAS 16, the Operating Result for 2016 includes KUS\$ 8,077 in depreciation of “bearer plants” as an item which had not been considered in previous financial statements, which is compared with a KUS\$ 5,494 depreciation for this concept in 2015, amount that was calculated with the single objective of presenting comparative financial statements.

Blueberries recorded an Operating Result of KUS\$ 36,383 in 2016, increasing 58.3% compared to the same period in 2015. The operating margin increased from 9.2% to 11.4% of sales. Depreciation of the biological asset considered within this segment during 2016 reaches KUS\$ 6,268, higher than the KUS\$ 3,681 recorded in 2015 for comparative effects.

The Raspberries segment obtained an Operating Result of KUS\$ 1,233 during 2016, increasing 43.0% compared to the KUS\$ 862 recorded in 2015. Depreciation of the biological asset considered within this segment during 2016 reaches KUS\$ 1,809, slightly lower than the KUS\$ 1,813 recorded in 2015 for comparative effects.

The Operating Result of Blackberries increased 133.3% to KUS\$ 1,990 in 2016, amount that is equal to 7.0% of sales income generated by this fruit, margin which increased from 2.9% recorded in 2015.

Strawberries recorded a negative Operating Result equal to KUS\$ 479 during 2016, an improvement compared to the negative KUS\$ 1,156 Operating Result recorded during 2015.

The Cherries segment recorded an Operating Result of KUS\$ 520 during 2016, an improvement compared to the KUS\$ 341 recorded during 2015, while the operating margin increased from 10.8% of income to 23.3% during the period under analysis.

Value Added Products showed an Operating Result of KUS\$ 4,847 in 2016, decreasing 1.6% from an Operating Result of KUS\$ 4,924 a year before, producing a reduction in the operating margin from 17.8% in 2015 to 11.6% in 2016.

The Blackberries, Strawberries, Cherries and Value Added Products segments do not record depreciation of “bearer plants”.

The Non Operating Result reached a loss of KUS\$ 2,256 during 2016, compared with a KUS\$ 3,250 loss in 2015, mainly explained by the following factors:

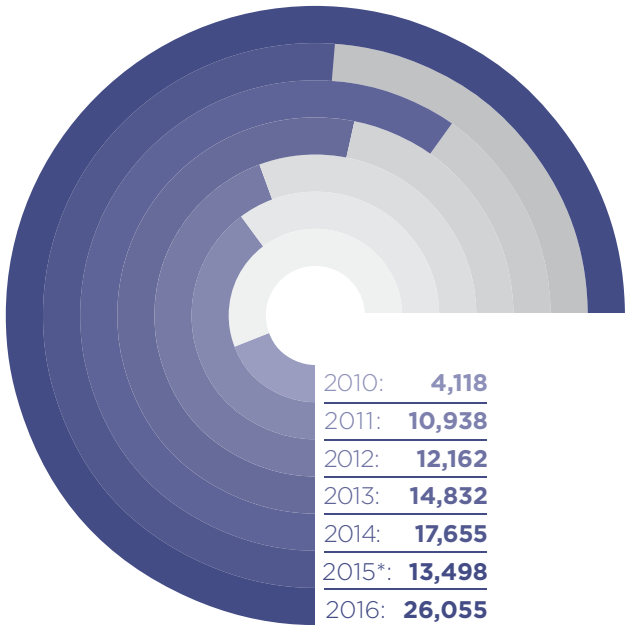
- The acknowledgment of an impairment in the value of assets, especially “bearer plants”, for KUS\$ 4,683 during 2016, due to the changes in the circumstances of the business that generated a reduction in the book value of these, in accordance with the application of the valuation

methodology described in Note 2.6.2 of the financial statements.

- A profit generated by Exchange Rate Fluctuations equal to KUS\$ 944, influenced by the depreciation of the dollar in relation to the other currencies that the Company maintains in monetary positions. This same item generated a KUS\$ 5,333 loss in 2015, due to a contrary movement in the exchange rate.
- Net financial expenses increased 7.4% between both periods under analysis, with KUS\$ 3,041 during 2016, compared with KUS\$ 3,285 in 2015.
- A profit is recorded within the item Interest in profit (loss) of associates and joint Ventures for KUS\$ 4,940, mainly explained by the result acknowledged by Hortifrut Tal S.A.C. (Peru), which is made up of two relevant components: i) KUS\$ 4,409 of profit from the company's own agricultural operation, and ii) KUS\$ 165 of profit from the adjustment to fair value of the fruit hanging on the bearer plants, thereby complying with what is established in IAS 41, which indicates that the agricultural products that grow on the fruit bearer plants must be measured at their fair value minus sales costs, recording the changes in the valuation in result as the product grows.

Profits attributable to the Controllers obtained during 2016 increased 93.0% in relation to what was observed in 2015, reaching the amount of KUS\$ 26,055, while the net margin was 6.1% of sales income, increasing 2.2 percent compared to the margin obtained a year before.

EVOLUTION PROFIT ATTRIBUTABLE TO PARENT COMPANY (THOUSANDS OF DOLLARS)



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During 2016, Hortifrut performed investments for US\$ 60.4 million, mainly in new plantations, maintenance of existing plantations and infrastructure, as well as participations in companies. This represents a 140% growth compared to investments performed during 2015.

(\*) Due to the start-up of validity of Amendment to IAS 16 and IAS 41 dated January 01, 2016, the amounts of 2015 were adjusted for comparative effects.

PERU – TRUJILLO AND OLMOS

TRUJILLO

At the start of 2014, Hortifrut created its first Company in Peru, denominated Hortifrut-Tal SAC, in order to produce and commercialize Berries, which is owned by its subsidiary Hortifrut Inversiones Internacionales S.A. and Grupo Rocío in equal parts.

Under this company, a project in Valle de Chao, Provincia de Trujillo, Departamento de La Libertad, is being developed, which contemplates the plantation of 660 hectares of Blueberries.

The entrance into Peru was performed through the search for a Peruvian partner who could provide knowledge of the country and the area, who was located in a strategic productive area and who coincides with Hortifrut in their business philosophy.



TRUJILLO PLANTATION





## OLMOS

Continuing with the Company's expansion plans, during April 2015 a second company was constituted in Peru, denominated HFE Berries Perú SAC, through which we are developing a project to plant 420 hectares of Blueberries at Distrito de Olmos, Provincia de Lambayeque, Departamento de Lambayeque.

This project is being performed together with Atlantic Blue, our partners in the Berries commercialization and production operations in Europe, all part of the Irrigación Olmos project, granted in concession to H2Olmos S.A., company that belongs to the Odebrecht organization, which consists on the transfer of water from the Huancabamba river from the Atlantic slope to the Pacific slope through a 20 km trans-andean tunnel, to be used for irrigating arid land in the Valle de Olmos, for the benefit of 43,500 hectares of agricultural land.



**OLMOS PLANTATION**

The objective of both projects is to supply Hortifrut's different trade platforms around the world with early fruit.

Among the main strengths of these projects is a pro-investment Peruvian government, an accessible power and workforce cost and, the most relevant, a spectacular environment, temperature, climate and availability of water which allows us to increase our participation in early production in the southern hemisphere, consolidating Hortifrut in its leadership position for the commercializing of Berries.

These projects are totally aligned with the Company's pioneer vocation, since they make us the first Chilean company that invests in the production of Blueberries in Peru at a very important scale. It is a great initiative that has as its base the experience and knowledge of the fruit business both on behalf of the Company and our partners.

## UNITED STATES – CALIFORNIA AND OREGON

During 2016 we recorded an important milestone for the Company, which is the entrance into the United States market as a producer of organic Blueberries, in order to have fresh fruit available the whole year.

This was accomplished thanks to the subscription of a joint venture agreement (the "Joint Venture") with Munger Brothers, led by David Munger and Kable Munger, whose objective is to develop and expand the Berries business in the United States, with equal participations of 50% each party.

Munger Brothers is one of the largest Blueberry producers in the west coast of the United States, which stands out because it is a pioneer in the development of this industry through the introduction of exclusive varieties, new harvesting techniques, advanced post-harvest technologies and innovations in the processing and packing installations.

This business is developed through the company Munger Hortifrut North America, LLC. and its investments contemplate the plantation of 344 hectares of organic Blueberries in the states of California and Oregon, for a total investment of US\$ 100 million, using renewed plantation technologies, such as the use of pots.



**USA PLANTATION**

With these important investments, we aim to continue with the objective of assuring our customers a reliable, opportune and quality supply during the 52 weeks of the year.



# CONSOLIDATED FINANCIAL STATEMENTS







# CONSOLIDATED FINANCIAL STATEMENTS



## INDEPENDENT AUDITOR'S REPORT

Santiago, March 30, 2017

### Messrs Shareholders and Directors Hortifrut S.A. and subsidiaries

We have performed an audit of the attached consolidated financial statements for Hortifrut S.A. and subsidiaries, which cover the consolidated statements of financial position as of December 31, 2016 and 2015 and the corresponding consolidated income statements, consolidated integral income statements, statement of changes in equity and cash flow statement for the years ending on these dates and the corresponding notes to the consolidated financial statements.

### Management's Responsibility for the consolidated financial statements

Management is responsible for the reasonable preparation and presentation of the consolidated financial statements as per the International Financial Reporting Standards IFRS. This responsibility includes the design, implementation and maintenance of an internal control that corresponds for the reasonable preparation and presentation of these consolidated financial statements that are exempt of significant incorrect representations, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility consists on expressing an opinion regarding these consolidated financial statements based on our audits. We perform our audits according to the auditing standards generally accepted in Chile. Said standards require that we plan and perform our work with the objective of obtaining a reasonable level of assurance that the consolidated financial statements are exempt of significant incorrect representations.

An Audit involves performing procedures to obtain auditing evidence regarding the amounts and revelations of the consolidated financial statements. The selected procedures depend on the judgment of the auditor, including the evaluation of the significant incorrect representations of the consolidated financial statements whether due to fraud or error. When performing these risk evaluations, the auditor considers the pertinent internal controls for the reasonable preparation and presentation of the consolidated financial statements of the entity in order to design auditing procedures which are appropriate under the circumstances, but without the purpose of expressing an opinion regarding the effectiveness of the entity's internal control. As a result, we do not express said type of opinion. An audit also includes evaluating the appropriateness of the used accounting policies and the reasonableness of the significant accounting estimations performed by Management, as well as an evaluation of the general presentation of the consolidated financial statements.

We consider that the auditing evidence that we have obtained is enough and appropriate to provide a base for our opinion.

### Opinion

In our opinion, the mentioned consolidated financial statements reasonably present, in all their significant aspects, the financial position of Hortifrut S.A. and subsidiaries as of December 31, 2016 and 2015, the results of its operations and the cash flows for the years ending on those dates according to the International Financial Reporting Standards (IFRS).

### Emphasis on a matter – Change in accounting policy of Biological assets

As is mentioned in Note 5 of the consolidated financial statements, the Company from January 1, 2016, adopted the modifications performed to IAS 16 and IAS 41. The adoption of said modifications brings as a main consequence that the plants denominated bearer (such as blueberry plants and fruit trees in general), which until now have been classified in the item Biological assets come to be classified as an item of Property, plant and equipment. Under this new classification, the assets will be subject to depreciation and will maintain their valuation at fair value, nevertheless, the effects of said valuations will be acknowledged in reserves under Equity and not directly in results. The fruit on the tree will maintain its original classification as a current biological asset. As this standard requires, the consolidated financial statements as of January 1 and December 31, 2015, have been re-expressed retrospectively. Our opinion is not modified in relation to this topic.



Bruno Forgiione M.  
RUT: 25.177.640-7



Corresponding to the periods ending December 31, 2016 and December 31, 2015  
Hortifrut S.A. and Subsidiaries.

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
(FIGURES IN THOUSANDS OF DOLLARS)

	NOTE	31-DEC-2016*	31-DEC-2015*
<b>CURRENT ASSETS</b>			
Cash and Cash Equivalents	8	35,245	24,599
Other current financial assets	9	3,155	3
Other current non financial assets	14	5,520	6,643
Current trade debtors and other accounts receivable	10	42,578	44,512
Current accounts receivable from related entities	11	45,759	38,555
Stock	12	56,811	41,679
Current biological assets	13	6,856	7,182
Current tax assets		-	-
Total current assets not including the assets or groups of assets (or disposal groups) classified as held for sale or held for distribution to the equity holders		195,924	163,173
Non current assets or groups of assets (or disposal groups) classified as held for sale		-	-
Non current assets or groups of assets (or disposal groups) classified as held for sale or held for distribution to the equity holders		-	-
<b>TOTAL CURRENT ASSETS</b>		<b>195,924</b>	<b>163,173</b>
<b>NON CURRENT ASSETS</b>			
Other non-current financial assets	9	1,101	-
Other non-current non financial assets	14	1,516	11
Non current fees receivable	10	1,794	1,286
Accounts receivable with related entities, non current	11	7,660	9,669
Appreciation	18	26,769	26,769
Properties, plant and equipment	19	207,870	201,902
Non current biological assets		-	-
<b>TOTAL NON CURRENT ASSETS</b>		<b>350,108</b>	<b>307,730</b>
<b>TOTAL ASSETS</b>		<b>546,032</b>	<b>470,903</b>

\* Date format dd-mm-yyyy



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(FIGURES IN THOUSANDS OF DOLLARS)

	NOTE	31-DEC-2016*	31-DEC-2015*
CURRENT LIABILITIES			
Other current financial liabilities	21	150,787	100,139
Current trade accounts and other accounts payable	22	60,009	46,686
Current accounts payable to related entities	11	6,711	2,253
Other current provisions	23	160	113
Current tax liabilities	20	1,698	360
Current provisions for employee benefits	23	1,592	1,248
Other current non financial liabilities		2,658	2,920
Total current liabilities different to the liabilities included in groups of assets (or disposal groups) classified as hel for sale		223,615	153,719
Liabilities included in groups of assets (or disposal groups) classified as hel for sale		-	-
TOTAL CURRENT LIABILITIES		223,615	153,719
NON CURRENT LIABILITIES			
Other non-current financial liabilities	21	57,630	61,925
Other non current accounts payable	22	-	756
Non current accounts payable to related entities	11	11,690	22,734
Other non current provisions		134	76
Deferred tax liabilities	20	23,492	26,626
TOTAL NON-CURRENT LIABILITIES		92,946	112,117
TOTAL LIABILITIES		316,561	265,836
EQUITY			
Issued capital	24	136,411	136,411
Accumulated profit (loss)	25	40,094	25,302
Issuance premiums	24	(1,262)	(1,262)
Other reserves	26	24,108	14,403
EQUITY ATTRIBUTABLE TO THE PARENT COMPANY’S EQUITY HOLDERS		199,351	174,854
Non parent company ownership	27	30,120	30,213
TOTAL EQUITY		229,471	205,067
TOTAL EQUITY AND LIABILITIES		546,032	470,903

\* Date format dd-mm-yyyy

# **CONSOLIDATED INTEGRAL INCOME STATEMENT** (FIGURES IN THOUSANDS OF DOLLARS)

		01-JAN-2016*	01-JAN-2015*
	NOTE	31-DEC-2016*	31-DEC-2015*
Operating revenues	29	426,796	348,880
Cost of sales	30	(356,758)	(295,084)
<b>GROSS PROFIT</b>		<b>70,038</b>	<b>53,796</b>
Other income, per function	29	1,725	174
Administrative expenses	30	(26,036)	(23,544)
Other expenses, per function	30	(5,916)	(1,615)
Other profit (loss)		(416)	(720)
Financial income		1,191	583
Financial expenses	31	(4,232)	(3,868)
Interest in the profit (loss) of related companies and joint ventures which are recorded using the equity method	16	4,940	6,088
Exchange rate differences	32	944	(5,333)
<b>BEFORE TAX PROFIT</b>		<b>42,238</b>	<b>25,561</b>
Gains tax expenses	20	(11,257)	(8,827)
<b>PROFIT (LOSS) FROM CONTINUED OPERATIONS</b>		<b>30,981</b>	<b>16,734</b>
<b>PROFIT (LOSS)</b>		<b>30,981</b>	<b>16,734</b>
Profit (loss) attributable to the parent company's equity holders		26,055	13,498
Profit (loss) attributable to the non parent company's equity holders	27	4,926	3,236
<b>PROFIT (LOSS)</b>		<b>30,981</b>	<b>16,734</b>
<b>PROFIT PER SHARE</b>			
Profit (loss) per basic share from continued operations (US\$ per share)	28	0.059825	0.030993
<b>PROFIT (LOSS) PER BASIC SHARE</b>		<b>0.059825</b>	<b>0.030993</b>
Diluted profit (loss) per share from continued operations (US\$ per share)		0.059825	0.030993
<b>PROFIT (LOSS) PER DILUTED SHARE</b>		<b>0.059825</b>	<b>0.030993</b>

\* Date format dd-mm-yyyy

# CONSOLIDATED INTEGRAL INCOME STATEMENT

(FIGURES IN THOUSANDS OF DOLLARS)

	01-JAN-2016*	01-JAN-2015*
	31-DEC-2016*	31-DEC-2015*
Profit (loss)	30,981	16,734
COMPONENTS OF OTHER INTEGRAL RESULT WHICH WILL NOT BE RE-CLASSIFIED TO THE RESULT OF THE PERIOD, BEFORE TAX		
Other integral before tax result, profit (loss) due to revaluation	(11,014)	14,014
Interest of other integral result of associated and joint business recorded using the equity method that will not be re-classified to the result of the period, before tax	11,180	-
OTHER INTEGRAL RESULT THAT WILL NOT BE RE-CLASSIFIED TO THE RESULT OF THE PERIOD, BEFORE TAX	166	14,014
COMPONENT OF OTHER INTEGRAL RESULT, BEFORE TAX		
EXCHANGE RATE FLUCTUATION		
Before tax profit (loss) due to exchange rate fluctuation	(407)	(7,768)
OTHER INTEGRAL RESULT, BEFORE TAX, EXCHANGE RATE FLUCTUATIONS	(407)	(7,768)
CASH FLOW HEDGING		
Profit (loss) on cash flow hedges, before taxes	7,132	(1,282)
OTHER INTEGRAL RESULT, BEFORE TAX, CASH FLOW HEDGING	7,132	(1,282)
OTHER COMPONENTS OF OTHER INTEGRAL RESULT, BEFORE TAX	6,891	4,964
GAINS TAX RELATED WITH COMPONENTS OF OTHER INTEGRAL RESULT		
Gains tax related with changes in the revaluation surplus of other integral result	2,976	(3,525)
TOTAL GAINS TAX RELATED WITH COMPONENTS OF OTHER INTEGRAL RESULT	1,393	(3,297)
OTHER INTEGRAL RESULTS	8,284	1,667
TOTAL INTEGRAL RESULT	39,265	18,401
INTEGRAL RESULT ATTRIBUTABLE TO		
Integral result attributable to the parent company's equity holders	37,442	12,736
Integral result attributable to non parent company equity holders	1,823	5,665
TOTAL INTEGRAL RESULT	39,265	18,401

\* Date format dd-mm-yyyy



# CONSOLIDATED STATEMENT OF CHANGES IN NET EQUITY

(FIGURES IN THOUSANDS OF DOLLARS)

AS OF DECEMBER 31, 2016

	ISSUED CAPITAL	ISSUANCE PREMIUMS	SURPLUS OF REVALUATION BARER PLANTS	RESERVES DUE TO EXCHANGE RATE DIFFERENCES	RESERVES DUE TO CASH FLOW HEDGING	OTHER RESERVES	ACCUMULATED PROFIT (LOSS)	EQUITY ATTRIBUTABLE TO PARENT COMPANY'S EQUITY HOLDERS	NON PARENT COMPANY INTERESTS	TOTAL EQUITY
	NOTE 24	NOTE 24	NOTE 26	NOTE 26	NOTE 26	NOTE 26	NOTE 25		NOTE 27	
OPENING BALANCE AS OF 01/01/2016*	136,411	(1,262)	24,936	(7,682)	(2,851)	14,403	25,302	174,854	30,213	205,067
CHANGES IN EQUITY										
I NTEGRAL RESULT										
Profit (loss)	-	-	-	-	-	-	26,055	26,055	4,926	30,981
Other integral result	-	-	5,773	65	5,549	11,387	-	11,387	(3,103)	8,284
INTEGRAL RESULT	-	-	5,773	65	5,549	11,387	26,055	37,442	1,823	39,265
Dividends	-	-	-	-	-	-	(12,945)	(12,945)	(1,916)	(14,861)
Increase (decrease) due to transfer and other changes	-	-	(1,682)	-	-	(1,682)	1,682	-	-	-
TOTAL CHANGE IN EQUITY	-	-	(1,682)	-	-	(1,682)	(11,263)	(12,945)	(1,916)	(14,861)
CLOSING BALANCE AS OF 31/12/2016*	136,411	(1,262)	29,027	(7,617)	2,698	24,108	40,094	199,351	30,120	229,471

AS OF DECEMBER 31, 2015

	ISSUED CAPITAL	ISSUANCE PREMIUMS	SURPLUS OF REVALUATION BARER PLANTS	RESERVES DUE TO EXCHANGE RATE DIFFERENCES	RESERVES DUE TO CASH FLOW HEDGING	OTHER RESERVES	ACCUMULATED PROFIT (LOSS)	EQUITY ATTRIBUTABLE TO PARENT COMPANY'S EQUITY HOLDERS	NON PARENT COMPANY INTERESTS	TOTAL EQUITY
	NOTE 24	NOTE 24	NOTE 26	NOTE 26	NOTE 26	NOTE 26	NOTE 25		NOTE 27	
OPENING BALANCE AS OF 01/01/2015*	136,411	(1,262)	-	(1,596)	(1,797)	(3,393)	37,155	168,911	26,934	195,845
Increase (decrease) due to changes in accounting policies	-	-	19,247	-	-	19,247	(19,247)	-	-	-
RESTATEd OPENING BALANCE	136,411	(1,262)	19,247	(1,596)	(1,797)	15,854	17,908	168,911	26,934	195,845
CHANGES IN EQUITY										
Profit (loss)	-	-	-	-	-	-	13,498	13,498	3,236	16,734
Other integral result	-	-	6,378	(6,086)	(1,054)	(762)	-	(762)	2,429	1,667
INTEGRAL RESULT	-	-	6,378	(6,086)	(1,054)	(762)	13,498	12,736	5,665	18,401
Dividends	-	-	-	-	-	-	(6,793)	(6,793)	(2,386)	(9,179)
Increase (decrease) due to transfer and other changes	-	-	(689)	-	-	(689)	689	-	-	-
TOTAL CHANGE IN EQUITY	-	-	(689)	0	0	(689)	(6,104)	(6,793)	(2,386)	(9,179)
CLOSING BALANCE AS OF 31/12/2015*	136,411	(1,262)	24,936	(7,682)	(2,851)	14,403	25,302	174,854	30,213	205,067

\* Date format dd-mm-yyyy

# **CONSOLIDATED CASH FLOW STATEMENT - DIRECT METHOD** (FIGURES IN THOUSANDS OF DOLLARS)

	01-JAN-2016*	01-JAN-2015*
	31-DEC-2016*	31-DEC-2015*
<b>CASH FLOW FROM (USED IN) OPERATING ACTIVITIES</b>		
<b>TYPES OF CHANGES PER OPERATING ACTIVITIES</b>		
Charges from the sale of goods and providing of services	422,531	342,288
<b>TYPES OF PAYMENTS</b>		
Payments to suppliers for the providing of goods and services	(302,202)	(262,757)
Pyments to and on behalf of employees	(55,194)	(48,256)
Paid interests	(4,232)	(3,868)
Received interests	1,191	583
Gains tax refund (paid)	(13,686)	(7,353)
Other received (paid) cash	1,195	(854)
<b>NET CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES</b>	<b>49,603</b>	<b>19,783</b>
<b>CASH FLOW FROM (USED IN) INVESTMENT ACTIVITIES</b>		
Cash flow used in the purchase of non parent company interests	(26,618)	(1,337)
Loans to associated companies	(1,983)	-
Income from the sale of properties, plant and equipment	-	660
Purchase of properties, plant an equipment	(39,734)	(17,647)
Purchase of intangible assets	(1,254)	(10,156)
Purchase of other long term assets	-	(7,123)
Charges to associated companies	3,992	-
Other cash received (paid)	-	(2,386)
<b>NET CASH FLOW FROM (USED IN) INVESTMENT ACTIVITIES</b>	<b>(65,597)</b>	<b>(37,989)</b>
<b>CASH FLOW FROM (USED IN) FINANCING ACTIVITIES</b>		
Income from long term loans	17,657	20,000
Income from short term loans	99,194	90,076
<b>TOTAL INCOME FROM LOANS</b>	<b>116,851</b>	<b>110,076</b>
Payment of loans	(67,587)	(111,133)
Payment of loans to related entities	(12,010)	-
Paid dividends	(10,451)	(6,859)
<b>NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES</b>	<b>26,803</b>	<b>(7,916)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS, BEFORE EXCHANGE RATE FLUCTUATIONS</b>	<b>10,809</b>	<b>(26,122)</b>
<b>EFFECT OF EXCHANGE RATE FLUCTUATIONS ON CASH AND CASH EQUIVALENTS</b>	<b>(163)</b>	<b>73</b>
Effects of exchange rate fluctuations on cash and cash equivalents	(163)	73
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>10,646</b>	<b>(26,049)</b>
Cash and cash equivalents, opening balance	24,599	50,648
<b>CASH AND CASH EQUIVALENTS, CLOSING BALANCE</b>	<b>35,245</b>	<b>24,599</b>

\* Date format dd-mm-yyyy

RATIOS OF CONSOLIDATED INTEGRAL INCOME STATEMENT		31-DEC-2016*	31-DEC-2015*
Operating Revenues	Thousands of dollars	426,796	348,880
EBITDA <sup>1</sup>	Thousands of dollars	66,902	45,764
Profit (loss) <sup>2</sup>	Thousands of dollars	30,981	16,734
Number of shares issued		435,520,079	435,520,079
Earnings per share	Dollars	0.0598	0.0310

RATIOS OF CONSOLIDATED FINANCIAL POSITION STATEMENT		31-DEC-2016*	31-DEC-2015*
Total assets	Thousands of dollars	546,032	470,903
Total Liabilities	Thousands of dollars	316,561	265,836
Equity	Thousands of dollars	229,471	205,067
Financial Net Debt <sup>3</sup>	Thousands of dollars	173,172	137,465
Current Liquidity <sup>4</sup>	Times	0.88	1.06
Acid-test Ratio <sup>5</sup>	Times	0.57	0.70
Debt Ratio <sup>6</sup>	Times	1.59	1.52
Solvency Ratio <sup>7</sup>	Times	2.38	2.30
Total current liabilities / Total liabilities <sup>8</sup>	%	70.64%	57.82%
Total non current liabilities / Total liabilities <sup>9</sup>	%	29.36%	42.18%
Profitability of the Equity <sup>10</sup>	%	13.50%	8.16%

1 Operating Result + Depreciation and Amortization, in IFRS  
2 Corresponds to profit (loss) attributed to parent company equity holders and non parent company interests , in IFRS  
3 Other current financial liabilities + Other non current financial liabilities - Cash and cash equivalents , in IFRS  
4 Current asset / Current liability, in IFRS  
5 Available assets (Current asset - Stock - Advanced payments) / Current liability, in IFRS  
6 Total liabilities / Equity attributable to parent company equity holders, in IFRS  
7 Total assets / Total equity, in IFRS  
10 Profit (loss) of the period / Total equity, in IFRS

\* Date format dd-mm-yyyy







ADDITIONAL INFORMATION







## ADDITIONAL INFORMATION

### CORPORATE PURPOSE

The Company has as its objective the purchase, production, elaboration, transformation, industrialization, distribution, commercialization, export, import of all kinds of horticultural, fruit, agricultural and other products or sub-products, as well as the providing of services or consulting in relation to said matters and the other activities that the Board or the board meetings agree, and which are related with the previous activities or ones that complement them; the maintenance of investments in real estate, titles, securities and partnership rights, and the receipt of its results; and, in general, perform and execute all the acts, contracts, business, procedures or actions that have as their aim to comply with the corporate purpose.

### CONSTITUTIVE DOCUMENTS

Hortifrut S.A. was constituted as a closely held corporation under the corporate name Inversiones Hortisur S.A., through public deed dated June 04, 1999, granted at the Santiago Notary of Mr. Patricio Raby Benavente under Repertoire N°2.076-99. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Page 14.913 number 11.912 of 1999, and was published in the Official Newspaper (Diario Oficial) dated July 03, 1999.

In 2008, and with the objective of acceding to new forms of financing, the Company was inscribed as a public offer securities issuer in the Securities Registry of the Chilean Securities and Exchange Commission (SVS), under number 997.

Regardless of the aforementioned, as per what is stated in article 7° of Law N°18.045 of the Stock Market, and considering that upon the start-up of validity of said legal disposition the Company had no public offer stocks inscribed, the SVS proceeded to cancel the Company's inscription in the Securities Registry. Thereby the Company became a part of and was inscribed, only by the ministry of the law, under N°181 of the Special Registry of Informing Companies mentioned in stated article 7° of Law N°18.045 of the Stock Market, without this generating a right to withdraw on behalf of the Company's shareholders.

By Extraordinary Shareholders Meeting held on March 15, 2012, reduced to public deed dated March 22 of the same year, at the Santiago Notary of Mr. Patricio Raby Benavente, it was agreed that the Company would be a publicly traded company. An extract of the stated deed was inscribed under Folio 22.699 number 15.912 in the Trade Registry of the Santiago Real Estate Registrar corresponding to 2012 and was published in the Official Newspaper (Diario Oficial) dated April 11 of the same year.

Dated June 13, 2012, the Securities and Exchange Commission inscribed the Company in its corresponding Securities Registry under N°1.096. On this same date, the issuance of the Company's shares was inscribed in the Securities Registry under N°959, shares that were inscribed to be traded on the markets for emerging companies.

To date, the statutes of the Company have been the object of the following modifications:

1. By public deed dated October 01, 1999, issued at the Santiago Notary of Mr. Patricio Raby Benavente under Record N°3.843-99 the statutes were modified, the corporate purpose was expanded and corporate capital was increased. An extract from the stated deed was inscribed at the Trade Registry of the Santiago Real Estate Registrar under Page 25.222 number 19.995 of 1999, and published in the Official Newspaper (Diario Oficial) dated October 21, 1999.
2. By public deed dated November 15, 1999, issued at the Santiago Notary of Mr. Patricio Raby Benavente under Record N°4.518-99 the statutes were modified and the corporate capital was increased. An extract from the stated deed was inscribed at the Trade Registry of the Santiago Real Estate Registrar under Page 31.020 number 24.739 of 1999, and published in the Official Newspaper (Diario Oficial) dated December 24, 1999.
3. By public deed dated November 07, 2005, issued at the Santiago Notary of Ms. Antonieta Mendoza Escalas under Record N°9.582-05 the statutes were modified and corporate capital was increased. An extract from the stated deed was inscribed at the Trade Registry of the Santiago Real Estate Registrar under Page 41.715 number 29.729 of 2005, and published in the Official Newspaper (Diario Oficial) dated November 16, 2005.
4. By public deed dated December 28, 2006, issued at the Santiago Notary of Ms. Antonieta Mendoza Escalas under Record N°11.965-06 the statutes were reformed as a result of the division of the Company and capital was decreased. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 6.910 number 5.091 of 2007, and published in the Official Newspaper (Diario Oficial) dated February 23, 2007.
5. By public deed dated May 28, 2007, issued at the Santiago Notary of Ms. Antonieta Mendoza Escalas under Record N°4.636-07 the deed dated December 28, 2006, individualized in the previous number, was cleared and rectified. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 28.957 number 20.882 of 2007, and published in the Official Newspaper (Diario Oficial) dated July 20, 2007.
6. By public deed dated May 29, 2007, issued at the Santiago Notary of Mr. Iván Torrealba under Record N°4.859-07 the statutes were reformed as a consequence of the merger and absorption of Hortifrut S.A., corporate capital was increased and the corporate name of Inversiones Hortisur S.A. was changed to Hortifrut S.A. An extract from the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 24.942 number 18.189 of 2007, and published in the Official Newspaper (Diario Oficial) dated June 25, 2007.
7. By public deed dated June 19, 2007 issued at the Santiago Notary of Mr. Iván Torrealba under Record N°5.726-07 the statutes were reformed and the inscription of the Company's shares at the Superintendence's Securities Registry were approved, thereby making the Company a publicly traded company. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 26.930 number 19.521 of 2007, and published in the Official Newspaper (Diario Oficial) dated August 04, 2007.
8. By public deed dated September 26, 2007 issued at the Santiago Notary of Mr. Iván Torrealba under Record N°9.809-07 the statutes were reformed and corporate capital increased. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 49.855 number 35.329 of



2007, and published in the Official Newspaper (Diario Oficial) dated November 21, 2007.

9. By public deed dated April 14, 2008 issued at the Santiago Notary of Mr. Raúl I. Perry Pefaur under Record N°15.132-08 the statutes were reformed establishing that the Company's Directors will be remunerated. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 17.749 number 12.067 of 2008, and published in the Official Newspaper (Diario Oficial) dated April 23, 2008. The stated deed was rectified, rectification that was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 19.484 number 13.254 of 2008, and published in the Official Newspaper (Diario Oficial) dated May 06, 2008.
10. By public deed dated September 09, 2008 issued at the Santiago Notary of Mr. Raúl I. Perry Pefaur under Record N°39.116-08 the statutes were reformed, increasing the number of directors. An extract of the referred deed was inscribed at the Trade Registry of the Santiago Real Estate Registrar under Page 45.229 number 31.138 of 2008, and published in the Official Newspaper (Diario Oficial) dated September 30, 2008.
11. By public deed dated December 30, 2008 issued at the Santiago Notary of Mr. Raúl I. Perry Pefaur under Record N°56.575-08 the statutes were reformed and corporate capital was increased. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 2.870 number 1.903 of 2009, and published in the Official Newspaper (Diario Oficial) dated January 12, 2009.
12. By public deed dated June 22, 2009 issued at the Santiago Notary of Mr. Raúl I. Perry Pefaur under Record N°23.166-09 the statutes were reformed, decreasing capital and modifying the currency in which corporate capital is expressed to United States of America dollars. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 34.780 number 23.799 of 2009, and published in the Official Newspaper (Diario Oficial) dated July 28, 2009.
13. By public deed dated June 25, 2009 issued at the Santiago Notary of Mr. Raúl I. Perry Pefaur under Record

N°23.705-09 the statutes were reformed and corporate capital was modified. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 34.750 number 23.788 of 2009, and published in the Official Newspaper (Diario Oficial) dated July 29, 2009.

14. By public deed dated May 06, 2010 issued at the Santiago Notary of Mr. Raúl I. Perry Pefaur under Record N°17.549-10 the statutes were reformed establishing a consolidated text. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 23.236 number 15.917 of 2010, and published in the Official Newspaper (Diario Oficial) dated May 14, 2010.
15. By public deed dated November 29, 2011 issued at the Notary of Mr. Patricio Raby Benavente under Record N°12.924-11 a decrease of full right of corporate capital was declared, which was noted at the margin of the corporate inscription, dated January 24, 2012.
16. By deed dated March 22, 2012 issued at the Notary of Mr. Patricio Raby Benavente under Record N°3.530-12 to which the Extraordinary Shareholders Meeting Minutes dated March 15, 2002, were reduced, the statutes were reformed establishing a consolidated text and the Company's capital was increased and the inscription of the Company and its shares in the Securities Registry of the SVS was agreed. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 22.699 number 15.912 of 2012, and published in the Official Newspaper (Diario Oficial) dated April 11, 2012.
17. By public deed dated May 27, 2013 issued at the Notary of Mr. Raúl Perry Pefaur under Record N°24.601-13 to which the Extraordinary Shareholders Meeting Minutes dated April 30, 2013 were reduced, the statutes were reformed establishing a consolidated text and the corporate capital was increased in order to allow the entrance of the company VitalBerry Marketing SpA in merger due to its incorporation into Hortifrut S.A. An extract of the stated deed was inscribed in the Trade Registry of the Santiago Real Estate Registrar under Page 44.868 number 29.956 of 2013, and published in the Official Newspaper (Diario Oficial) dated June 18, 2013.

RELEVANT FACTS

APRIL 08, 2016  
SIGNING OF MOU HORTIFRUT-MUNGER

Prior unanimously agreement of the Directors present at the Board meeting of March 29 last, dated April 07, 2016, the Company has subscribed with Mr. David Munger and Mr. Kable Munger (the "Munger Family") a memorandum of understanding (the "MoU") regarding a transaction (the "Transaction") whose object is the combination of business through which the Company acquired the business line of berries that the Munger family (the "Berry Business") directly or indirectly controls, whose operations are located mainly in the states of California, Oregon and Washington of the United States of America ("United States") and comprising approximately 1,200 productive hectares.

The key terms of the transaction contemplated in the MoU include:

- Real State Purchase: The purchase by a subsidiary 100% owned by the Company, constituted in the United States, property-related to Berry Business located in the states of California, Oregon and Washington in the United States (the "Properties"), for a total price of US \$ 160 million (the "Price of the Property").
- Merge – 20%: The merger (the "Merger") of the Company with a Chilean company ("Chilean MergerCo") which will have provided 100% of the shares of a corporation to be incorporated in the United States by the Munger family ("US OpCo"), which will bring to the Berry Business other property.
  - Because of the Merger, the Company will absorb Chilean MergerCo, becoming its legal successor, which US OpCo will become a subsidiary 100% owned of the Company.
  - As consideration and the result of the exchange ratio agreed, for 100% of the shares of Chilean MergerCo the Munger Family will receive shares of the Company, after the Merger, representing 20% of its share capital (the "20% Shares of the Company").

- Earn-Out. Finally, it was agreed, for the contribution of Berry Business different from the Property, the Munger Family, along with receive 100% of the shares of US OpCo - then bring to Chilean MergerCo - shall be entitled to a contingent payment by US OpCo (the "Contingent Payment") determined by the excess of EBITDA to obtain US OpCo on the following thresholds:

YEAR 2016	YEAR 2017	YEAR 2018	YEAR 2019	YEAR 2020
US\$ 34 MM	US\$ 41 MM	US\$ 49 MM	US\$ 59 MM	US\$ 71 MM

Ultimately, if it is implemented the Transaction, (a) the Company will become owner of the property and 100% of US OpCo, that is, the Berry Business; and (b) the Munger Family receive (x) the price of Real Estate; (Y) 20% of the Company Shares and (z) Contingent Payment.

The transaction is subject to customary closing conditions for transactions of this nature, including (a) the legal, operational and financial review of the Company by the Munger Family and Berry Business by the Company ("Due Diligence"); (B) the negotiation and signing of definitive contract (the "Definitive Contract"); and (c) the applicable corporate authorizations, including the final contracts approval by the Board of the Company gathered at an Extraordinary Meeting.

In the final contract will be included the final terms and conditions of the transaction, which must be agreed by the parties, including, in addition, (a) a contract to provide management services in respect of US OpCo by the Munger family for five years; and (b) a shareholder contract (the "Shareholders Contract") with respect to their shares in the Company to be signed between the Munger Family and the Moller Family.

- As indicated, the final terms and conditions of the Shareholders Contract must be agreed by the Munger Family and Moller Family, but it is not contemplated that the Shareholders Covenant alter the control of the Company by the current controlling group (as it is reported in the Memory of the Company).

For purposes of implementing the transaction and bearing in mind the signing of a Letter of Intent dated October 14, 2015 - which was replaced in full by the MoU - the Board authorized in due time making presentations of management, recruitment consultants, site visits and company information delivery required for the completion of the Due Diligence. Meanwhile, the Company continues with the Due Diligence of the Berry Business with the assistance of external advisers.

Parallel to the continuation of the Due Diligence, the parties will negotiate in good faith the Definitive Contract, having fixed in the MoU signing date and extending until 30 June 2016. Meanwhile, the Company expects to finalize the implementation of the Transaction during the fourth quarter of 2016.

On this date it is rose the communications caution that were sent in as an Reserved Material Fact dated on October 14, 2015, December 31, 2015 and March 10, 2016 rises, the content of which recasts the outcome of negotiations and transaction that is reported in this communication.



## APRIL 27, 2016 AGREEMENTS ORDINARY SHAREHOLDERS MEETING

Dated April 27, 2016 the Company's Ordinary Shareholders Meeting was held, where the following agreements were reached:

1. The Company's Annual Report, Financial Statements and External Auditors Reports were approved, corresponding to the period ending December 31, 2015;
2. The distribution of the profits of the period and the dividend distribution were approved;
3. The Board's remuneration for 2016 and expenses corresponding to 2015 were approved;
4. The remuneration and expense budget for the Board Committee for 2016 were determined;
5. The company *PricewaterhouseCoopers Consultores, Auditores y Compañía Ltda.* was designated as External Auditors for 2016;
6. The companies *Clasificadora de Riesgo Humphreys Ltda.* and *International Credit Rating Clasificadora de Riesgo Ltda.* were designated as Risk Classifiers for 2016.

## JULY 01, 2016 END OF HORTIFRUT-MUNGER MOU

By Material Fact communication made on April 8, 2016, the Company informed the subscription to the Memorandum of Understanding (MoU) with the Munger family ("Munger Farms") that outlined the terms and conditions under which the Company would acquire the Berries business controlled by Munger Farms in The United States of America ("United States"), which involved approximately 1,200 productive hectares, by the merge and other acts (the "Merge").

Pursuant to the MoU, the Merger was subject to (i) legal, operational and financial due diligence (the "Due Diligence"), and (ii) negotiation of definitive agreements (the "Definitive Agreements"), having a completion deadline of June 30, 2016.

While since the execution of the MoU the parties made progress in the negotiation of the Definitive Agreements, the Due Diligence evidenced certain features that will delay the implementation of the Merger. Particularly, certain assets require subdivision from the other lines of businesses of Munger Farms in which the Berries business is currently embedded (i.e. pistachios, almonds and hazelnuts) or sharing agreements with third parties.

The Merger continues to be of an aligned interest to Munger Farms and Hortifrut. However, the parties acknowledge that it will take an extended period of time to solve the aforementioned matters and, therefore, have decided not to renew the MoU and allow it to lapse on June 30, 2016.

Taking into account the aforementioned delays and being consistent with the prior decision of the Company to expand its operations in the northern hemisphere aimed to have availability of fresh fruit year-round, together with Munger Farms, the Company continues the implementation of projects related to the Berries business, which include, as a first focus, farms already in production and land for new cultures in the United States (the "Expansion Plan"). The Expansion Plan considers investments in the next two years for approximately US\$ 100 million.

It is noted that the Expansion Plan does not prevent the implementation of the Merger in the future. Once the aforementioned issues of Munger Farms have been resolved, the parties have the intent to recommence negotiations on the Merger.

## SEPTEMBER 06, 2016 MANAGEMENT STRUCTURE CHANGE

In regular session of September 06, 2016 by unanimous vote of the present members, the Board agreed to promote Mr. Nicolas Moller Opazo to the position of Corporate Vice Chairman of the Company, based in the United States of America. In view of the above, from this date, cease his present function as the CEO and Legal Agent.

The board thanks Mr. Moller for his outstanding management, especially the Company achievements in this period. Mr. Moller's experience will be a valuable contribution to the ambitious global development plan of the Company.



At the same meeting, it was agreed to appoint Mr. Juan Ignacio Allende Connelly as the new CEO and Legal Agent of the Company, who was present in the session, he accepted his nomination. Mr. Juan Ignacio Allende Connelly previously executed in the Company as CCO.

The Board also appointed Mr. Felipe Juillerat Muñoz as new CCO, who previously executed as Asia Platform Manager.

## OCTOBER 04, 2016 PROVISIONAL DIVIDEND PAYMENT

In accordance with Article 9 and second paragraph of the Article 10 of Law N°18.045, and in accordance with General Regulation N°30 of the *Superintendencia de Valores y Seguros* (SVS), duly authorized by the Board of Hortifrut S.A. (the “Company”) inform to you, like a material fact the following information in relation to the Company and their values:

In Ordinary Session of the Company Board, dated October 04 in progress, and in accordance with the provisions of the second paragraph of article 79 of Law N°18.046, the Board agreed the payment for the shareholders of a provisional dividend of US\$5,661,761 at the rate of payment of US\$0.0130 per each subscribed and paid share, charged to earnings in 2016, the equivalent in pesos, according to the dollar exchange rate observed published in the Official Newspaper on October 17, 2016. The payment of this provisional dividend was from October 21, 2016, at the offices of the *Depósito Central de Valores* (DCV), located in Huérfanos 770, piso 22, Santiago, open from 9:00 to 17:00, Monday through Friday.

To those shareholders who requested in writing until October 14, 2016, the dividend in question was paid by deposit in the current account or savings account at the financial institution indicated by them, or sent by nominative check by post to the registered address of the Company.

Those entitled to the dividend previously mentioned indicated by the shareholders who are included in the shareholders’ register of the Company at midnight on October 15, 2016.

The notice, which is referring Article 10 of Law N°18.046, was published in the *Diario Financiero*, within the period prescribed in the regulations.

The subject of this notice is dividend income for shareholders. The Company determined and duly notified the credit for the aforementioned dividend corresponding to shareholders’ taxpayers’ complementary global tax and additional tax.

## OCTOBER 14, 2016 CLOSING OF HORTIFRUT-MUNGER JOINT VENTURE

By Material Fact dated August 17, 2016, the Company informs the subscription in the partnership agreement (“Joint Venture”) with the Munger family, led by Mr. David and Kable Munger (“Munger Farms”) to develop and expand the Berries business in The United States of America, with equal participation of 50% per each part.

Joint Venture implementation will be done through a limited liability company constituted in the State of Delaware, United State, named Munger Hortifrut North America LLC (“JVCo”) to which it will bring various agricultural assets in the states of California and Oregon, The United States.

The contributions, cession and other transactions destined to implement Joint Venture ended on October 12, 2016 with goods and properties transfer and agreed payments, amounting to a final amount US\$ 50 million approximately. These were contributed on halves by Hortifrut Imports, Inc. and Munger Bros., LLC. The figure is US\$8 million less than originally announced, because given the quality of agricultural assets owned by JVCo today; it expects to fund its working capital with loans from third parties.

This partnership with Munger Farms is consistent with the previous decision of the Company to expand its operation in the Northern Hemisphere in order to have availability of fresh fruit all year, and consider that JVCo materialize capital investment during the next three years, according to the defined plan, to increase the production capacity on the fields that take part in Joint Venture.

## SUBSEQUENT FACTS

**MARCH 20, 2017**

### **JOINT VENTURE HORTIFRUT-JOY WING MAU**

By Material Fact dated March 20, 2016, the Company informs the Superintendencia de Valores y Seguros (SVS) the following:

- On March 17, 2017, the Company, directly and through a subsidiary in Hong Kong, has concluded the negotiation and has executed the agreements aimed at implementing a joint venture in Mainland China with Joy Wing Mau, the leading producer and distributor of fruit in such country (the "Joint Venture").
- The implementation of the Joint Venture will be effected by means of the legal and contractual structures available in Mainland China for associations between local and foreign companies, which involves (i) the execution of an Equity Joint Venture Agreement, which basically operates as a shareholder's agreement and a foreign investment statute, and (ii) the incorporation of a company in Mainland China ("JVCo"), by means of the execution of the relevant Articles of Association.
- The ownership structure of JVCo is 51% indirectly held by the Company and 49% indirectly held by Joy Wing Mau. The capital of JVCo in the first phase amounts to US\$ 15,000,000, 1/3 of which is paid by the partners at the time of incorporation, 1/3 shall be paid within one year and 1/3 is subject to the approval of the board of JVCo.
- The Joint Venture plans to initiate the Berries plantations mainland China in early 2018. For these purposes, in addition to the capital contribution, the Company will provide technical assistance to JVCo. Also, under a License Agreement, the Company will provide Berries varieties to JVCo, and under a Nursery Agreement with a nursery owned by Joy Wing Mau, the controlled propagation of plants in Mainland China will be implemented.
- Finally, the Joint Venture also contemplates an integral agreement with Joy Wing Mau for the distribution of products of the Company into Mainland China by means of a service provider agreement.

As of this date it is not possible to determine the financial effects that are informed may have on assets, liabilities or results of the Company. The Company will keep your Superintendencia duly informed of all relevant development to occur in relation to the facts revealed.

## SHAREHOLDER COMMENTS AND PROPOSALS

During the Ordinary Shareholder's Meeting held on April 27, 2016, the shareholder AFP Habitat made the following comment: "Due to the relevance of the function of auditing and because it commits public faith, AFP Habitat, with a total of 17,427,903 shares, has decided to reject the designation of *PricewaterhouseCoopers Consultores, Auditores y Compañía Ltda.* as the Company's auditor since this Company has been sanctioned by the Court of Appeals of Santiago and the *Superintendencia de Valores y Seguros (SVS)* due to transgressions to the standards and the duty to be careful in the auditing of Empresas La Polar, with the consequences known by all".

During the remainder of 2016 no further comments or proposals were made by the shareholders.

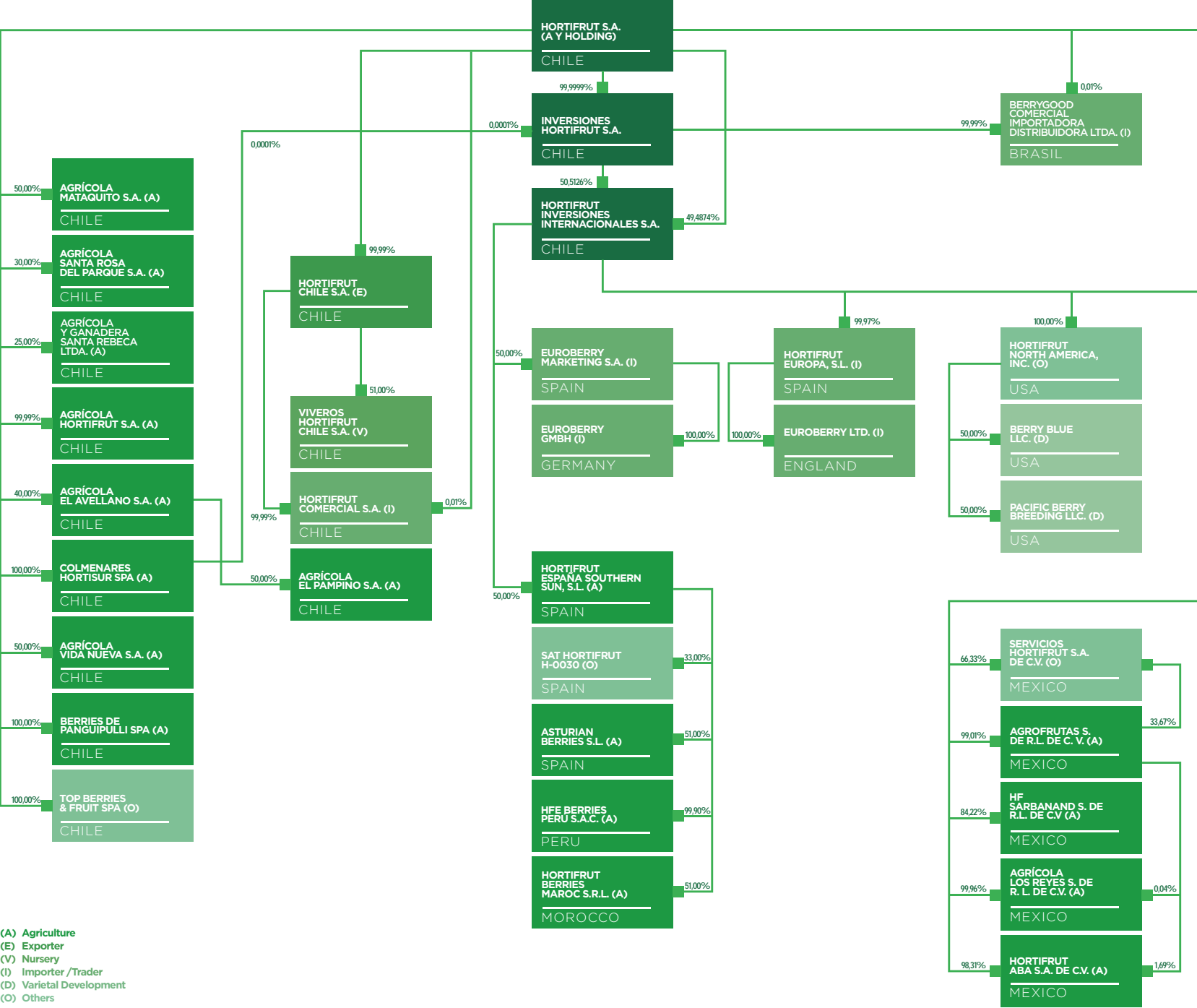
## LEGAL ADVISORS

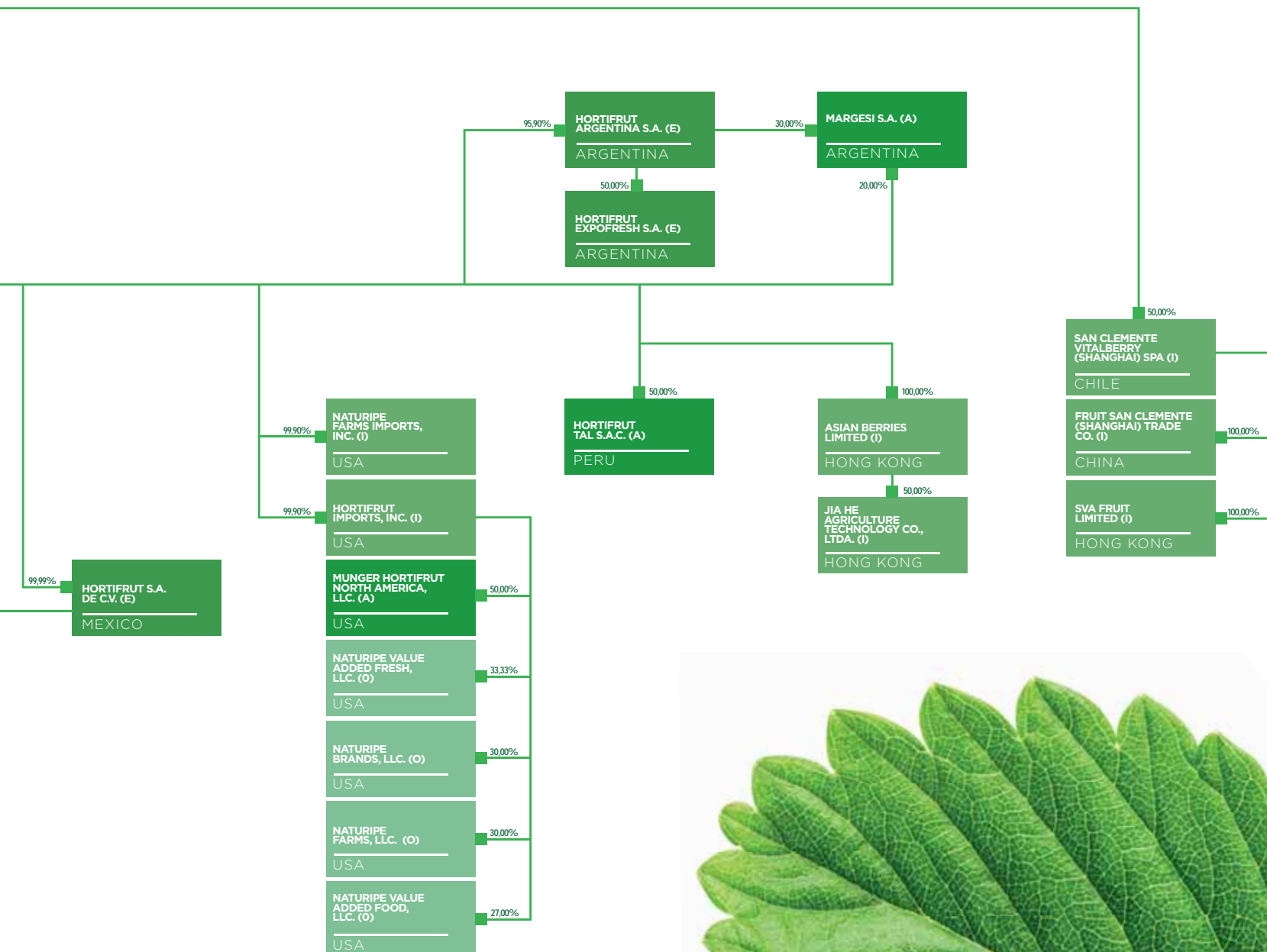
Attorney's hired third party legal services as per the specific needs.

## RISK CLASSIFIERS

*International Credit Rating Clasificadora de Riesgo Ltda.* and *Clasificadora de Riesgo Humphreys Ltda.*

ORGANIZATION CHART







## DESCRIPTION OF MAIN COMPANIES AND ASSOCIATED COMPANIES

Agrícola El Avellano S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile 96.923.620-6 (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated June 23, 2000, Notary Patricio Raby Benavente. Inscription under Page 1.850 number 14.515 of the Santiago Trade Registry of 2000. Published in the Diario Oficial dated July 21, 2000.
Corporate capital	US\$ 7,879,080 divided in 3,200,000 shares
Interest	40% direct
Corporate purpose	The operation of agricultural fields, whether it be as owner or lessee, the operation, transport, distribution and commercialization, for own account or for others, of all kinds of agricultural products or machinery related with agriculture, import and/or export of these; representation of third parties in all business or activity related with agriculture or its products; to acquire, operate and alienate for own account or for others agricultural, forestry and urban property, and in general to perform all kinds of agricultural business for its own account or for others.
Trade relationship	The company is administered by Hortifrut S.A. and all of its fruit production is sold to the trade subsidiaries of said parent company.
Board	Víctor Moller Schiavetti/Chairman, Francisco Condon Schiavetti/Director, Ricardo Swett Saavedra/Director, Alfonso Swett Opazo/Director
Senior executives	Ramiro Soffia Moller/General Manager

Agrícola El Pampino S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile 76.884.880-7 (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated June 20, 2007, Notary Ricardo Reveco Hormazabal. Inscription under Page 25.382 number 18.480 of the Santiago Trade Registry of 2007. Published in the Diario Oficial dated June 26, 2007.
Corporate capital	US\$ 11,076 divided in 1,000 shares
Interest	20% indirect
Corporate purpose	The acquisition, production, elaboration, industrialization, distribution, commercialization, sale, export and import of all kinds of agricultural, fruit, farming and other products or sub-products, in own or third party properties; the investment in shares, titles, securities and rights in capital corporations or partnerships and the receipt of its results, as well as the providing of services or counselling in relation to said matters. The company can totally or partially develop its line of business, for itself or for third parties or through other companies where it participates or which it forms for these effects, even being able to have the position of managing partner.
Trade relationship	The company is administered by Hortifrut S.A. and all of its fruit production is sold to the trade subsidiaries of said parent company.
Board	José Ramón Achurra Larraín/Chairman, Víctor Moller Schiavetti/Director, Juan Achurra Montes/Director, Juan Sutil Servoin/Director.
Senior executives	Ramiro Soffia Moller/General Manager

Agrícola Mataquito S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile. 76.306.130-2 (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated June 17, 2005, Notary Antonieta Mendoza Escalas. Inscription under Page 24,329 number 17.664 of the Santiago Trade Registry of 2005. Published in the Diario Oficial dated July 18, 2005.
Corporate capital	US\$ 5,040,670 divided in 500,000 acciones
Interest	50% direct
Corporate purpose	The acquisition, production, elaboration, industrialization, distribution, commercialization, sale, export and import of all kinds of agricultural, fruit, farming and other products or sub-products; the investment in shares, titles, securities and rights in capital corporations or partnerships and the receipt of its results, as well as the providing of services or counselling in relation to said matters.
Trade relationship	The company is administered by Hortifrut S.A. and all of its fruit production is sold to the trade subsidiaries of said parent company.
Board	Hernán Boher Rosales/Chairman, Víctor Moller Schiavetti/Director, Pablo Boher Elton/Director, Ricardo Larrain Llona/Director.
Senior executives	Ramiro Soffia Moller/General Manager

Agrícola Santa Rosa del Parque S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile. 99.584.440-0 (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated January 21, 2005, Notary Antonieta Mendoza Escalas. Inscription under Page 4,138 number 2.932 of the Santiago Trade Registry of 2005. Published in the Diario Oficial dated February 02, 2005.
Corporate capital	US\$ 2,600,738 divided in 1,075,810 shares
Interest	30% direct
Corporate purpose	The acquisition, production, elaboration, transformation, industrialization, distribution, commercialization, sale, export and import of all kinds of agricultural, horticultural, fruit, farming and other products or sub-products; the investment in shares, titles, securities and rights in capital corporations or partnerships and the receipt of its results, as well as the providing of services or counselling in relation to said matters.
Trade relationship	The company is administered by Hortifrut S.A. and all of its fruit production is sold to the trade subsidiaries of said parent company.
Board	Hernán Boher Rosales/Chairman, Pablo Boher Elton/Director, Víctor Moller Schiavetti/Director, Ricardo Larrain Llona/Director, Alejandro Boher Elton/Director, Horacio Schmidt Cortéz/Director.
Senior executives	Ramiro Soffia Moller/General Manager

## Agrícola Hortifrut S.A.

Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile  
79.764.840-K (Chile)

<b>Type of entity</b>	Closely-held corporation
<b>Incorporation documents</b>	Public deed dated November 19, 1987, Notary Humberto Quezada Moreno. Inscription under Page 25,656 number 14,839 of the Santiago Trade Registry of 1987. Published in the Diario Oficial dated December 01, 1987. Modification of the Company, from a limited liability company to a publicly traded company dated December 19, 2011 (Repertoire N°13.886-2011). Inscription under folio 198 number 165 of the Santiago Trade Registry of 2012. Published in the Diario Oficial dated January 04, 2012.
<b>Corporate capital</b>	US\$ 13,552,003 divided in 131,158 shares
<b>Interest</b>	99.997% direct and 0.003% indirect
<b>Corporate purpose</b>	The operating and handling of agriculture, fruit, livestock, forestry or in any other form of own or third party agricultural property; the commercialization, distribution, export, processing and alienation of its products and the execution of other activities that are related to the aforementioned, being able to form companies or enter into others that have already been constituted to complement its activities.
<b>Trade relationship</b>	The company is administered by Hortifrut S.A. and all of its fruit production is sold to the trade subsidiaries of said parent company.
<b>Board</b>	Víctor Moller Schiavetti/Chairman, Víctor Moller Opazo/Director, Nicolás Moller Opazo/Director, Ricardo Larraín Llona/Director.
<b>Senior executives</b>	Ramiro Soffia Moller/General Manager

## Agrícola y Ganadera Santa Rebeca Ltda.

Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile.  
78. 988.990-2 (Chile)

<b>Type of entity</b>	Limited liability company
<b>Incorporation documents</b>	Public deed dated March 26, 1997, Notary Mario Farren Cornejo. Inscription under Page 8,065 number 6,248 of the Santiago Trade Registry of 1997. Published in the Diario Oficial dated April 10, 1997.
<b>Corporate capital</b>	US\$ 42,141
<b>Interest</b>	25% direct
<b>Corporate purpose</b>	The operating of agricultural property, whether it be as owner and/or lessee of these, the operation, transport and commercialization of the products that result from said properties and, in general, the realization of all kinds of agricultural business or related with agriculture, the same with the execution of acts and all kinds of contracts that are for the realization of these aims.
<b>Trade relationship</b>	The company is administered by Hortifrut S.A. and all of its fruit production is sold to the trade subsidiaries of said parent company.
<b>Board</b>	Administration falls on Hortifrut S.A.
<b>Senior executives</b>	Ramiro Soffia Moller/General Manager

Agrícola Vida Nueva S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile. 96.996.290-K (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated July 10, 2002, Notary Patricio Raby Benavente. Inscription under Page 20.009 number 16.362 of the Santiago Trade Registry of 2002. Published in the Diario Oficial dated August 09, 2002.
Corporate capital	US\$ 488,179 divided in 76,000 shares
Interest	50% direct
Corporate purpose	The operation of agricultural property, whether it be as owner, lessee, usufructuary or any other title, the operation, transport, distribution and commercialization on its own behalf or by third party, of all kinds of agricultural products or machinery related with agriculture, import and/or export of these; representation of third parties in all business or activity related with agriculture or its products; to acquire, operate and alienate on its own behalf or third party agricultural, forestry and urban property, and in general to perform all kinds of agricultural business on its own behalf or by third parties.
Trade relationship	The company is administered by Hortifrut S.A. and all of its fruit production is sold to the trade subsidiaries of said parent company.
Board	Heriberto Urzúa Sánchez/Chairman, Víctor Moller Schiavetti/Director, María Angélica Allard Serrano/Director, Ricardo Larraín Llona/Director.
Senior executives	Ramiro Soffia Moller/General Manager

Berries de Panguipulli SpA	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile• 76.243.167-K (Chile)	
Type of entity	Joint stock company
Incorporation documents	Public deed dated October 05, 2012, Viña del Mar Notary of Mr. Luis Enrique Tavorari Oliveros. Inscription under Page 2.174 number 2.298 of the Trade Registry of Viña del Mar of 2012. Published in the Diario Oficial dated October 16, 2012.
Corporate capital	US\$ 9,716,961 divided in 4,590,000,981 shares
Interest	100% direct
Corporate purpose	The agricultural, livestock, fruit, beekeeping, viticultural, forestry and cattle in rural property, which the company acquires or owns under any title; purchase, sale, import, export, distribution, consignment, commercialization and representation of seeds, shrubbery, trees, fruits and/or products from agricultural activity, as well as its processing, packing, and holding; purchase, sale, import, export, distribution, consignment, transformation, commercialization and representation of machinery, vehicles, equipment, utensils, appliances, tools, chemical products and, in general, agricultural supplies; purchase, sale, barter, lease, sub-lease and mere possession under any other title of rural property and its commercial exploitation; production and reproduction of all kinds of trees, shrubbery, flowers and plants; purchase, sale and breeding of animals; in general the realization of all other business or complementary related activities linked to the previous operations.
Trade relationship	The company is administered by Hortifrut S.A. and all of its fruit production is sold to the trade subsidiaries of said parent company.
Board	Victor Moller Schiavetti/Chairman, Andres Solari Urquieta/Director, Ricardo Larraín Llona/Director
Senior executives	Ramiro Soffia Moller/General Manager



Colmenares Hortisur SpA	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile 99.568.520-5 (Chile)	
Type of entity	Joint stock company
Incorporation documents	Public deed dated June 17, 2004 Notary Antonieta Mendoza Escalas. Inscription under Page 19.001 number 14.309 of the Santiago Trade Registry of 2004. Published in the Diario Oficial dated June 29, 2004. Modification of the company, from Closely-held corporation to Joint stock company dated August 20, 2012 (Repertoire N°10.692-2012). Inscription under folio 62.720 number 43.703 of the Santiago Trade Registry of 2012. Published in the Diario Oficial dated September 04, 2012.
Corporate capital	US\$ 353,233 divided in 17,925,370 shares
Interest	100% direct
Corporate purpose	The acquisition, sale, production, elaboration, lease, commercialization, export and import of all kinds of of agricultural, horticultural, fruit, farming and other products or sub-products, including especially the breeding and cultivating of bees, honey and its derivatives; the investment in shares, titles, securities and rights in capital corporations or partnerships an the receipt of its results, as well as the providing of services or counselling in relation to said matters.
Trade relationship	Hortifrut S.A. administers Colmenares Hortisur SpA, who also provides the service of leasing beehives for the pollination of the crops.
Board	Víctor Moller Schiavetti/Chairman, Nicolás Moller Opazo/Director, Ricardo Larraín Llona/Director.
Senior executives	Ramiro Soffia Moller/General Manager

Hortifrut Chile S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile. 99.524.450-0 (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated May 20, 2003, Notary Patricio Raby Benavente. Inscription under Page 14.632 number 11.186 of the Santiago Trade Registry of 2003. Published in the Diario Oficial dated May 30, 2003.
Corporate capital	US\$ 38,339,264 divided in 48,692,898,864 shares
Interest	99.99999% direct and 0.00001% indirect
Corporate purpose	The acquisition, production, elaboration, transformation, industrialization, distribution, commercialization, export and import of all kinds of agricultural, horticultural, fruit, farming and other products or sub-products, the investment in shares, titles, securities and rights in capital corporations or partnerships and the receipt of its results, as well as the providing of services or counselling in relation to said matters.
Trade relationship	Hortifrut S.A. sells most of its production to Hortifrut Chile S.A. and the latter performs the export. At the same time Hortifrut S.A. provides administration services to said subsidiary.
Board	Víctor Moller Schiavetti/Chairman, Germán Novión Verdugo/Director, Víctor Moller Opazo/Director, Francisco Condon Schiavetti/Director, Andrés Solari Urquieta/Director
Senior executives	Ramiro Soffia Moller/General Manager

Top Berries & Fruit SpA	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile. 76.023.726-4 (Chile)	
Type of entity	Joint stock company
Incorporation documents	Public deed dated May 26, 2008, Notary Raúl Perry Pefaur. Inscription under Page 25.350 number 17.404 of the Santiago Trade Registry of 2008. Published in the Diario Oficial dated June 10, 2008. Modification of the company, from closely-held corporation to Joint stock company dated April 06, 2011 (Repertoire N°14.464-2011). Inscription under folio 23.161 number 17.578 of the Santiago Trade Registry of 2011. Published in the Diario Oficial dated May 06, 2011.
Corporate capital	US\$ 1,419,821 divided in 1,432 shares
Interest	100% direct
Corporate purpose	The installation, administration and operation of all kinds of refrigeration and food processing plants and products of a vegetable origin; purchase, sale, import, export, distribution, consignment and commercialization of all kinds of fruit and/or products from agricultural activity, as well as its processing, packing, storing, conservation, freezing, refrigeration, or packing; in general, the realization of all other business or complementary related activities linked to the previous operations.
Trade relationship	The company processes and commercializes the production of Hortifrut S.A.'s frozen food.
Board	Administration falls on Hortifrut S.A.
Senior executives	Jorge del Sante Lira/General Manager

Hortifrut Comercial S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile. 99.535.510-8 (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated August 06, 2003, Notary Patricio Raby Benavente. Inscription under Page 24.969 number 18.808 of the Santiago Trade Registry of 2003. Published in the Diario Oficial dated August 23, 2003.
Corporate capital	US\$ 5,080,493 divided in 19,724,000 shares
Interest	0.01% direct and 99.99% indirect
Corporate purpose	The acquisition, sale, production, elaboration, distribution, commercialization, export and import of all kinds of agricultural, horticultural, fruit, farming and other products or sub-products; all kinds of dairy, pastry and bakery, non-alcoholic drinks, food and other products or sub-products; all kinds of clothing, toys, library items, recreation, sports and other items; cosmetic, perfume and other products or sub-products; the operation of commercial, minimarket and similar establishments in own or third party premises and everything related with said activity; investment in tangible, intangible goods, furniture or real estate, even shares, titles, securities and rights in capital companies or partnerships, its administration and the receipt of the revenue that results from the aforementioned, as well as the providing of services or counselling in relation to said matters.
Trade relationship	The company sells and trades Hortifrut S.A.'s production in the Chilean market.
Board	Víctor Moller Schiavetti/Chairman, Germán Novión Verdugo/Director, Ricardo Larraín Llona/Director, Francisco Condon Schiavetti/Director, Andrés Solari Urquieta/Director
Senior executives	Javier Figueroa Guilisasti/General Manager

Viveros Hortifrut Chile S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile 99.524.470-5 (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated May 20, 2003, Notary Patricio Raby Benavente. Inscription under Page 14.631 number 11.185 of the Santiago Trade Registry of 2003. Published in the Diario Oficial dated May 30, 2003.
Corporate capital	US\$ 702,634 divided in 382,269,763 shares
Interest	51% indirect
Corporate purpose	The farming, propagation, sale and/or commercialization in any form of vegetable species, whether it be on its own or with third parties, and the providing of technical assistance services in said matters; the operation, commercialization and distribution of materials or grantable mineral substances; the import and export of any vegetable species, prime material related with the farming of vegetable species and/or grantable mineral substrates and substances; the representation and/or sale and commercialization of chemical products and any other product in the agricultural field; and investment in shares, titles, securities and rights in capital companies or partnerships and the receipt of its results.
Trade relationship	The company produces and harvests plants and sells the different berries plant varieties to Hortifrut S.A.
Board	Germán Novión Verdugo/Chairman, Roberto Guzmán Lyon/Director, Paul Furniss Maillet/Director, Ricardo Larraín Llona/Director.
Senior executives	Gaspar Goycolea Vial/General Manager

Inversiones Hortifrut S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile. 99.524.540-K (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated May 28, 2003, Notary Patricio Raby Benavente. Inscription under Page 14.628 number 11.181 of the Santiago Trade Registry of 2003. Published in the Diario Oficial dated May 30, 2003.
Corporate capital	US\$ 32,737,134 divided in 545,969,508 shares
Interest	99.9998% direct and 0.00002% indirect
Corporate purpose	The realization or execution of all kinds of investments, in movable assets or real estate, corporal or incorporeal assets or others of any nature; likewise, the company can invest in companies of any type or objective, whether it be through its constitution or incorporation into it under any title.
Trade relationship	Investment company
Board	Víctor Moller Schiavetti/Chairman, Francisco Condon Schiavetti/Director, Ricardo Larraín Llona/Director, Germán Novión Verdugo/Director, Andrés Solari Urquieta/Director
Senior executives	Ramiro Soffia Moller/General Manager

BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	
Rua Afonso Brás, 900 CJ 175 E 176, Vila Nova Conceicao, Sao Paulo, Brazil 10.325.008/0001-81 (Brasil)	
Type of entity	Limited liability company
Incorporation documents	Public deed dated August 21, 2008. Inscription in CNPJ/MF under number 10.325.008/0001-81. Recorded at the Commerce Meeting of the State of Sao Paulo under number 35.222.609.957.
Corporate capital	US\$ 10,831,582 divided in 34,269,398 partnership interests
Interest	40.011% direct and 59.99% indirect
Corporate purpose	The import, commercialization and distribution of fresh, frozen and dehydrated fruit and its derivatives; fresh and canned vegetables and legumes; and the interest in other societies, companies, as a partner or shareholder.
Trade relationship	The company receives and sells the products sent from Chile to Brazil.
Board	Administration falls on Hortifrut S.A.
Senior executives	Paulo Pavan/General Manager

Hortifrut Inversiones Internacionales S.A.	
Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile. 76.043.425-6 (Chile)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated December 22, 2008, Notary Iván Torrealba Acevedo. Inscription under Page 60.468 number 41.897 of the Santiago Trade Registry of 2008. Published in the Diario Oficial dated March 06, 2009.
Corporate capital	US\$ 65,280,048 divided in 680,664 shares
Interest	49.4874% direct and 50.5126% indirect
Corporate purpose	The realization of all kinds of investments overseas, in movable assets or real estate, corporal or incorporeal assets, in all kinds of trade effects, in rights of all kinds of companies constituted overseas, whether it be participating in its creation or acquiring rights in them once constituted; administer said investments in foreign currency and receive the results of these, and in general every other act, contract, business, activity or industry that the shareholders agree to realize overseas.
Trade relationship	Hortifrut S.A. is a shareholder of Hortifrut Inversiones Internacionales S.A., who performs the investments outside the country.
Board	Víctor Moller Schiavetti/Chairman, Nicolás Moller Opazo/Director, Ricardo Larraín Llona/Director.
Senior executives	Ramiro Soffia Moller/General Manager



Hortifrut Argentina S.A.	
Libertad 1661, 5to Piso, Departamento H, Ciudad de Buenos Aires, Argentina 30-70180143-8 (Argentina)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated April 22, 1999, Authorizing Clerk Mr. Arturo Peruzzotti. Inscription under number 5.925 of the Registry of the General Justice Inspection.
Corporate capital	US\$ 1,227,149 divided in 5,523,673 shares
Interest	95.9% indirect
Corporate purpose	Take care of, for itself or for third parties or associated to third parties, in any part of the República de Argentina or overseas, the following activities: (i) Farming: through exploitation in all its forms, agricultural establishments, livestock, fruit, forestry, owned by the company or third parties, breed, hibernating, mestization, sale, cattle cross, all types of ranch, exploitation of dairy, crops, purchase, sale and storing of cereals, incorporation and recovery of arid land, hunting, fishing, manufacturing, renovation and reconstruction of machinery and agricultural machinery to prepare the ground, planting, recolecting of crops, preparing crops for the market, preparation of dairy products or cattle, or the execution of other operations and agricultural and/or livestock processes, as well as the purchase, sale, distribution, import and export of all the raw materials and products derived from agricultural and livestock operations; (ii) Importer and Exporter: import and export of all kinds of traditional and non-traditional products, whether in their first phase or elaborated. It has the full legal capacity to acquire rights, contract obligations and perform the actions that are not prohibited by law or by the statute of constitution.
Trade relationship	The company exports fruit from Argentina which is sold to Hortifrut S.A.'s trade subsidiaries.
Board	Pier Giua/Chairman, Gonzalo Canessa/Alternate Director
Senior executives	Does not apply

Hortifrut Expofresh S.A.	
Avenida de Mayo 1316 piso 18, departamento A, Capital Federal, Argentina 30-71457054-0 (Argentina)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated April 03, 2014, Authorizing Clerk Ms Andrea Sack de Iturburu. Inscription under number 11.847 of the Registry of the General Justice Inspection.
Corporate capital	US\$ 12,579 divided in 200,000 shares
Interest	50% indirect
Corporate purpose	Realize on its own account, for third parties or associated to third parties, in the country or overseas, the following activities: a) Commercial: purchase and sale of agricultural products, raw materials related with the agricultural business and elaborated products related with food, its import and export; b) Services: purchase in the country, distribution, refrigeration, fumigation, transport, storage, holding, packing, shipment, supply of materials of a national or imported origin and everything necessary for the sale or purchase in the country or overseas of the agricultural products on its own behalf or for third parties. For said aim the company has full judicial capacity to acquire rights, contract obligations and execute the acts that are not prohibited by the laws or its constitutional status.
Trade relationship	The company exports fruit from Argentina which is sold to Hortifrut S.A.'s trade subsidiaries.
Board	Luis Alfredo D'Andrea/Chairman, Pier Giua/ViceChairman, Juan Carlos Sardi/Alternate Director
Senior executives	Does not apply

Hortifrut North America Inc.	
9450 Corkcrew Palms Circle, Suite 202, Estero, Florida, United States. 20-1505721 (United States)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated June 29, 2004. Inscription recorded in the State of Delaware, United States.
Corporate capital	US\$ 4,318,612 divided in 10,000 shares
Interest	100% indirect
Corporate purpose	The investment in entities that produce, process, promote, investigate and distribute agricultural products, mainly strawberries, blueberries and blueberry based products in North America.
Trade relationship	The company mainly receives loans from Hortifrut S.A. and/or its subsidiaries to finance the operations of the different investments that Hortifrut North America Inc. has in the United States.
Board	Nicolás Moller Opazo/Director, Ricardo Larraín Llona/Director
Senior executives	Gonzalo Canessa/Chairman, Aribel Beck/ViceChairman

Naturipe Farms Imports, Inc.	
9450 Corkscrew Palms Circle, Suite 202, Estero, Florida, United States 26-0546960 (United States)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated July 02, 2007. Inscription recorded in the State of Florida, United States.
Corporate capital	US\$ 10,000 divided in 10,000 shares
Interest	100% indirect
Corporate purpose	The import of agricultural products, mainly blueberries, blackberries, raspberries and strawberries, among others.
Trade relationship	The company imports fruit to the United States from Hortifruta S.A.'s subsidiaries in Chile, Argentina, Peru and Mexico
Board	Nicolás Moller Opazo/Director, Ricardo Larraín Llona/Director
Senior executives	Gonzalo Canessa/Chairman, Aribel Beck/ViceChairman

Hortifrut Imports, Inc.	
9450 Corkscrew Palms Circle, Suite 202, Estero, Florida, United States 26-0547315 (United States)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated July 02, 2007. Inscription recorded in the State of Florida, United States.
Corporate capital	US\$ 3,343,333 divided in 10,000 shares
Interest	100% indirect
Corporate purpose	The import of agricultural products, mainly blueberries, blackberries, raspberries and strawberries, among others.
Trade relationship	The company imports fruit to the United States from Hortifruta S.A.'s subsidiaries in Chile, Argentina, Peru and Mexico
Board	Nicolás Moller Opazo/Director, Ricardo Larraín Llona/Director
Senior executives	Gonzalo Canessa/Chairman, Aribel Beck/ViceChairman

Munger Hortifrut North America, LLC.	
786 Road 188, Delano, CA 93215, United States 45-5476364 (United States)	
Type of entity	Limited liability company
Incorporation documents	Public deed dated June 07, 2012. Inscription recorded in the State of Delaware, United States.
Corporate capital	US\$ 51,938,410
Interest	50% indirect
Corporate purpose	The realization of any licit business or another activity allowed by Law, having all the faculties of a limited liability company as per the Law. Said purpose can be accomplished by performing any action allowed by Law, for which the company has and can exercise all the powers and privileges necessary or convenient for the handling, promotio or realization of said business, purpose or activity. Effectively, the company will take care of the growth, harvest and commercialization of any type of berry in the United States of America, whether it be at own or leased lands.
Trade relationship	Hortifrut S.A. is the owner, indirectly, of the company, without counting with Trade relationship.
Board	Víctor Moller Schiavetti/Director, Nicolás Moller Opazo/Director, Víctor Moller Opazo/Director, David Munger/Director, Kable Munger/Director, Robert Hawk/Director.
Senior executives	Robert Hawk/Executive Director (Munger), Nicolás Moller Opazo/Executive Director (Hortifrut)

Hortifrut S.A. de C.V.	
Vallarta N°6503, Piso 7, Col. Ciudad Granja, Zapopán, Jalisco, Mexico HOR9411237Z4 (Mexico)	
Type of entity	Closely-held corporation with variable capital
Incorporation documents	Public deed number 53.370 book 1.213 dated November 23, 1994, Notary Cecilio González Marquéz, City of Mexico, Distrito Federal. Inscription in the Public Registry of Commerce under trade folio number 197.899 dated July 26, 1995.
Corporate capital	US\$ 57,314,541 divided in 739,490,066 shares
Interest	99.9999% indirect
Corporate purpose	The production, purchase, sale, consignment, distribution, transformation, import, export, commercialization and in general the realization of of all kinds of trade acts for fruit, vegetables and other agricultural, forestry and livestock products; purchase, record and dispose of brands and patents; establishment of refrigeration plants and food product packers; manufacturing, production, commercialization of pesticides and their application; provide and receive technical and administrative services and any other service necessary for the realization of its Corporate purpose; constitution of societies and establishment of branches; obtain and grant loans; be agent, representative and commission agent; acquire movable and real estate goods; transport along local and federal roads of the products necessary for its Corporate purpose; in general the execution of all the acts and operations related with the previous items.
Trade relationship	The company exports fruit produced by Hortifrut S.A.'s subsidiaries in Mexico.
Board	Administration falls on Hortifrut S.A.
Senior executives	Diego Martínez Rodríguez/General Director, Rigoberto Guerrero Acero/Administration and Finance Director

Hortifrut ABA S.A. de C.V.	
Vallarta N°6503, Piso 7, Col. Granja, Zapopán, Jalisco, Mexico HOR050721B73 (Mexico)	
Type of entity	Closely-held corporation with variable capital
Incorporation documents	Public deed number 6.367 dated July 21, 2005, Notary José Elgar García Rocha, Los Reyes, Michoacán. Inscription in the Public Registry of Commerce under trade folio number 12308*2 dated August 05, 2005.
Corporate capital	US\$ 20,058,764 divided in 28,684,187 shares
Interest	98.31% indirect
Corporate purpose	Realization of agricultural activities; planting, sowing and sale of fruit trees and their production; commercialize agricultural and farming products in national or foreign territory; acquire corporate parties; receive and provide services that are necessary for its Corporate purpose; obtain and commercialize patents and brands; obtain loans; grant and receive personal, real and surety guarantees; subscribe, issue and endorse credit titles; perform training, development and investigatin programs; give or take land on lease; act as a commission agent and mediator; execute all the acts, contracts and operations that are necessary for the previous objectives.
Trade relationship	Hortifrut S.A., through its subsidiaries, purchases Hortifrut ABA S.A. de C.V.'s production to exploit it to North America and Europe.
Board	Administration falls on Hortifrut S.A.
Senior executives	Diego Martínez Rodríguez/General Director, Iván Williams Mendoza/Agricultural General Director, Rigoberto Guerrero Acero/Administration and Finance Director



HF Sarbanand S. de R.L. de C.V.	
Vallarta N°6503, Piso 7, Col. Granja, Zapopán, Jalisco, Mexico HSA130531AL7 (Mexico)	
Type of entity	Limited liability company with variable capital
Incorporation documents	Public deed number 768 dated May 31, 2013, Notary Diego Robles Farías, San Pedro Tlaquepaque, Jalisco. Inscription in the Public Registry of Commerce under trade folio 74947*1 dated June 14, 2013.
Corporate capital	US\$ 1,202 divided in 15,000 shares
Interest	84.22% indirect
Corporate purpose	The production, purchase, consignment, import, export, commercialization and trade acts for fruit, vegetables and other agricultural, forestry and livestock products in national and foreign territory; purchase, sale, commercialization and any other act related with the food industry; establishment of refrigeration plants and food product packers; manufacturing, formulation, commercialization of pesticides, fertilizers and providing of related technical services; constitution, administration and operation of companies and establish branches; acquire movable goods, real and personal rights as well as real estate; acquire share and partnership shares; receive and provide services that are necessary to accomplish its aims and corporate purposes; buy, sell, dispose of brands, licenses and trade names; obtain loans or credits; grant financing or loans to companies; perform training programs; give or take in lease or lending movable goods or real estate; act as commission agent; transport of products that are necessary to develop its Corporate purpose; perform all the acts and contracts necessary for the realization of the previous items.
Trade relationship	Hortifrut S.A., through its subsidiaries, purchases the production of HF Sarbanand S. de R.L. de C.V. to export it to North America and Europe.
Board	Administration falls on Hortifrut S.A.
Senior executives	Diego Martínez Rodríguez/General Director, Iván Williams Mendoza/Agricultural General Director, Rigoberto Guerrero Acero/Administration and Finance Director

Hortifrut Europa S.L.	
Av. San Francisco Javier 9, Edificio Sevilla 2, Planta 1, of. 4, Sevilla, Spain B91498246 (Spain)	
Type of entity	Limited liability company
Incorporation documents	Public deed dated October 20, 2005, Notary Javier Fernández Merino, Sevilla. Inscription under volume 4.284 folio 200 registry page 65.112 of the Trade Registry of Huelva of 2005.
Corporate capital	US\$ 3,172
Interest	0.03% direct and 99.97% indirect
Corporate purpose	The commercialization, distribution, import, export and production of all types of plant and agricultural, fruit, vegetable and legume products.
Trade relationship	The company receives and sells the products sent from Chile to Europe.
Board	Alan Wotherspoon/ Administrator
Senior executives	Does not apply

Hortifrut España Southern Sun S.L.	
Carretera de Almonte - El Rocío, Km. 24,2, Almonte (Huelva), Spain B21292891 (Spain)	
Type of entity	Limited liability company
Incorporation documents	Public deed dated February 03, 2000, Notary Antonio Jaén Banilla, Sevilla. Inscription under volume 574 folio 143 registry page H-8814, first inscription, of the Trade Registry of Huelva of 2000.
Corporate capital	US\$ 190,035
Interest	50% indirect
Corporate purpose	The commercialization, distribution, import, export and production of all types of plant and agricultural, fruit, vegetable and legume products.
Trade relationship	There is no trade relationship with the parent company Hortifrut S.A., only long term loans to finance planting projects. Additionally, Hortifrut S.A. has committed with the subsidiary with a financial support letter and it is the company who, for all legal effects, directs the financial and operational policies of Hortifrut España Southern Sun S.L.
Board	Ricardo Larraín Llona/Chairman, Vicente Jiménez/ViceChairman, Carmelo Gabarro Carpio/Secretary, Sebastián Correa Bulnes/Vice Secretary.
Senior executives	Juan Luis Navarro Sánchez/General Manager

Asturian Berries, S.L.	
Calle La Oliva 6, 3º B, Villaviciosa, Principado de Asturias, Spain B74147000 (Spain)	
Type of entity	Limited liability company
Incorporation documents	Public deed dated August 11, 2005, Notary José Luis Rodríguez García-Robes, Gijón.
Corporate capital	US\$ 885,755
Interest	25.5% indirect
Corporate purpose	The company has as its objective: a) the development of agricultural crops of all species and especially blueberries, blackberries, currants and raspberries; b) the elaboration, transformation and commercialization of products (blueberries, blackberries, currants and raspberries); c) the purchase, sale and lease of agricultural land; d) the investigation, development and innovation, through own or concerted means, both of products and plants, fertilizers and harvesting techniques, related with the Corporate purpose; e) commercialization at a national and international level, as well as the realization of the precise operations for import and export; f) the providing of services for all kinds of customers and especially farmers partners of the Cooperativa de Agricultores Consumidores y Usuarios of the city of Gijón. The previous activities will be performed through the corresponding professionals whenever necessary. Said activities could be developed, totally or partially, indirectly, through the ownership of shares or interests in Companies with an identical or analogue objective. All the activities for which the Law has specific requirements that the company does not comply will be excluded.
Trade relationship	The company produces fruit that is sold to Hortifrut S.A.'s trade subsidiaries in Europe
Board	Juan Luis Navarro Sánchez/Director, Alan Wotherspoon/Director, Vicente Jiménez Guijarro/Director, Joaquín Vázquez/Director, Juan Carlos García/Director
Senior executives	Does not apply

Euroberry Marketing S.A.	
Av. San Francisco Javier 9, Edificio Sevilla 2, Planta 1, of. 3 y 4, Sevilla, Spain A91248922 (Spain)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated March 11, 2003. Inscription under volume 3.653 folio 62 registry page 51.912, inscription I/A 1, of the Trade Registry of Huelva of 2003.
Corporate capital	US\$ 64,503
Interest	50% indirect
Corporate purpose	The acquisition, import, export, distribution, trade of horticultural products; real estate operations; tenure, management, operating of assets and securities; advisory for the development of companies, and others.
Trade relationship	The company distributes within Continental Europe and the United Kingdom the fruit sent from Hortifrut S.A.'s subsidiaries in Chile, Argentina, Peru and Mexico to Europe.
Board	Vicente Jiménez Guijarro/Chairman, Ricardo Larraín Llona/ViceChairman, Sebastián Correa Bulnes/Secretary, Manuel Raúl Pérez Bayón/Vice Secretary.
Senior executives	Javier Rico/General Manager, Alan Wotherspoon/Administration and Finance Manager.

Hortifrut-Tal S.A.C	
Carretera Industrial Alaredo km 1,5, Zona Industrial El Palmo. Distrito y Provincia Trujillo, Departamento de la Libertad, Peru. 20559912353 (Peru)	
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated March 19, 2014, Notary Ricardo Fernandín Barreda. Inscribed under number 201400028331 at the National Superintendency of Public Records, Zona Registral number V, Cede Trujillo.
Corporate capital	US\$ 9,848,224 divided in 28,512,056 shares
Interest	50% indirect
Corporate purpose	The company will be dedicated to: a) agriculture: temporary and permanent crops, the production of seeds, nurseries, fruit trees and species; b) agroindustry and commercialization of agricultural products: that cover storing actions, functions and services, classification, packing, storage, sale-purchase, export and commercialization of agricultural products that take place at the production area; c) agricultural services: such as the remunerated benefit of agricultural mechanization , advisory regarding land and the application of fertilizers, use of seeds and other vegetable preparation materials, phytosanitary control and application of pesticides and herbicides, for special tasks in cultivating or harvesting and veterinary attention and artificial insemination; d) technical advisory: dedicated to agricultural producers, such as reforestation, preparation for the agricultural livestock operation of lands and everything that contributes to an increase of the productive area. The acts related with this are understood to be included in the Corporate purpose, which contribute to the realization of its aims. Likewise, the company, in order to comply with its Corporate purpose it can realize, without reserves or limitation any all the acts and all the civil, trade or corporate acts or of any other nature that Peruvian laws allow closely-held corporations, as well as acquiring movable goods and real estate which is necessary for the development of its corporate aims.
Trade relationship	The company produces fruit that is sold to Hortifrut S.A.'s trade subsidiaries
Board	Ismael Fernández/Chairman, Juan Luis Alemparte/Director, Ricardo Larraín Llona/Director, Sebastián Correa Bulnes/Director
Senior executives	Fernando Méndez / General Manager

HFE Berries Perú S.A.C.	
Calle Lord Nelson 359, Miraflores, Lima, Peru 20600529481 (Peru)	
<b>Type of entity</b>	Closely-held corporation
<b>Incorporation documents</b>	Public deed dated April 08, 2015, Notary Lucio Alfredo Zambrano Rodríguez. Inscribed under number 201500400766 at the National Superintendency of the Public Records , Zona Registral number IX, Cede Lima.
<b>Corporate capital</b>	US\$ 5,877,659 divided in 309,000 shares
<b>Interest</b>	50% indirect
<b>Corporate purpose</b>	To dedicate itself to the operating of the blueberry business, including but not limited to the following activities a) agriculture: temporary and permanent crops, the production of seeds, nurseries, fruit trees and species; b) agroindustry and commercialization of agricultural products: that cover storing actions, functions and services, classification, packing, storage, sale-purchase, export and commercialization of agricultural products that take place at the production area; c) agricultural services: such as the remunerated benefit of agricultural mechanization, advisory regarding land and the application of fertilizers, use of seeds and other vegetable preparation materials, phytosanitary control and the application of pesticides and herbicides, for special tasks in cultivating or harvesting and veterinary attention and artificial insemination; d) technical advisory: dedicated to agricultural producers, such as reforestation, preparation for the agricultural livestock operation of lands and everything that contributes to an increase of the productive area.
<b>Trade relationship</b>	The company sells fruit which is sold to Hortifrut S.A.'s trade subsidiaries
<b>Board</b>	Juan Luis Navarro Sánchez/Director, Vicente Jiménez Guijarro/Director, Ricardo Larraín Llona/Director, Sebastián Correa Bulnes/Director
<b>Senior executives</b>	David Aymans Rojas / General Manager

# DIVIDEND POLICY

As per article 26 of the Corporate Statutes, the Company must distribute annually to the shareholders, as cash dividends and pro-rate to its shares, at least 50% of the net distributable profits for each period, unless otherwise agreed in the corresponding meeting, by unanimity of the issued shares.

During 2016, the Ordinary Shareholder's Meeting agreed to share a definite dividend of US\$ 0.006597 per share charged to the distributable net profits of the period ending December 31, 2015, which together with a provisional dividend of US\$ 0.0090 per share agreed at the Company Board's Ordinary Session held on October 06, 2015, equal 50% of the distributable profits of 2015.





## DISTRIBUTABLE NET PROFIT

To determine the Company’s Distributable Net Profit to be considered to calculate dividends, the following will be excluded from gains attributable to the equity holders of the parent company:

- 1. Non-realized results linked to the fair value record of the biological assets regulated by “IAS 41” accounting norm, reintegrating them to the net profit at the moment they are realized. For these effects, the portion of said increase in fair value corresponding to the assets sold or disposed of by another means will be considered realized.
- 2. The non-realized results generated in the acquisition of other entities and, in general, the non-realized results that are produced due to the application of paragraphs 24, 39, 42 and 58 of IFRS 3 accounting standard, revised, refers to business combination operations. These results will be re-integrated to the net profit at the moment of its realization. For these effects, results will be considered realized when the acquired entities generate profits after their acquisition, or when said entities are alienated.
- 3. Deferred tax effects associated to the concepts indicated beforehand will follow the same fate as the item that originated them.

Below is the detail of the Distributable Net Profit for the periods ending December 31, 2016 and 2015, as per the previously described dividend policy:

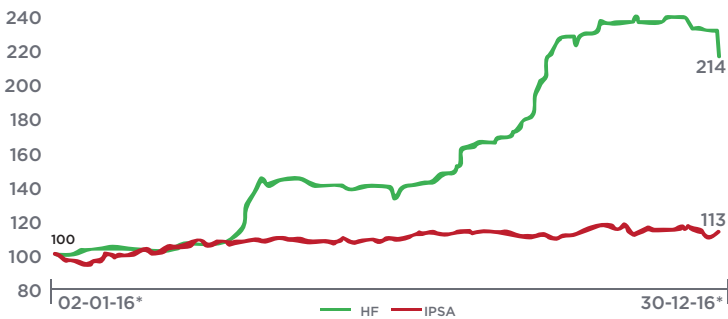
	31-dec-16*	31-dec-15*
Gains attributable to the Parent company's equity holders	26,055	13,498
Minus:		
Increase Biological Assets to Fair Value net of tax - PEV	(165)	-
Distributable Net Profit	25,890	13,498

\* Date format dd-mm-yyyy

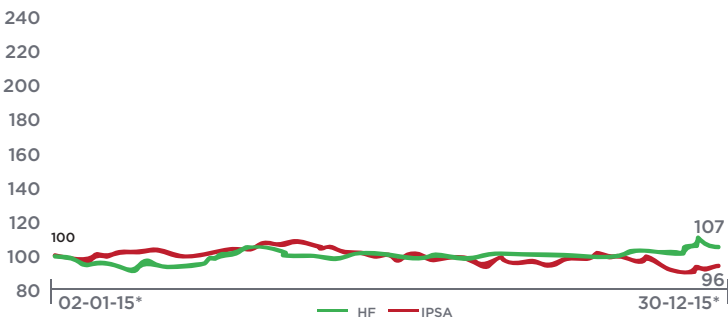
## DIVIDENDS AND SHARE TRANSACTIONS

### STOCK INFORMATION (BASE 100)

PRICE OF THE SHARE / VALUE IPSA 2016



PRICE OF THE SHARE / VALUE IPSA 2015



## PAID DIVIDENDS

	N° 24	25	26	27	28	29	30
Payment Date*	06-07-10	08-04-11	08-07-11	15-04-12	26-10-12	17-04-13	25-10-13
Series	Single	Single	Single	Single	Single	Single	Single
N° Shares	16,903,986	16,903,986	16,903,986	16,903,986	357,126,465	357,126,465	435,460,523
Amount (US\$)	1,859,967	1,731,499	2,349,783	2,944,648	2,499,923	2,392,747	3,048,641
Amount (US\$/share)	0.1100	0.1024	0.1390	0.1742	0.0070	0.0067	0.0070
Type of dividend	Provisional	Definite	Provisional	Definite	Provisional	Definite	Provisional

	N° 31	32	33	34	35	36
Payment Date*	16-05-14	24-10-14	25-05-15	23-10-15	25-05-16	23-10-16
Series	Single	Single	Single	Single	Single	Single
N° Shares	435,520,079	435,520,079	435,520,079	435,520,079	435,520,079	435,520,079
Amount (US\$)	3,788,558	3,919,681	2,938,690	3,919,681	2,873,068	5,661,761
Amount (US\$/share)	0.0087	0.0090	0.0067	0.0090	0.0066	0.0130
Type of dividend	Definite	Provisional	Definite	Provisional	Definite	Provisional

## SHARE TRANSACTIONS

Hortifrut S.A.'s shares are traded on the Santiago Stock Market, Chilean Electronic Stock Exchange and the Valparaíso Stock Market. The following table shows a summary of the transactions performed on these 3 stock markets since the IPO:

			3rd Quarter 2012	4th Quarter 2012
N° Shares			274,411,484	25,906,006
Total traded amount (thousands of pesos)			87,108,862	8,155,133
Average price (Chilean pesos)			317.44	314.80
	1st Quarter 2013	2nd Quarter 2013	3rd Quarter 2013	4th Quarter 2013
N° Shares	16,367,216	4,501,306	32,430,108	54,345,921
Total traded amount (thousands of pesos)	5,196,013	1,433,630	10,514,598	18,221,879
Average price (Chilean pesos)	317.46	318.49	324.22	335.29
	1st Quarter 2014	2nd Quarter 2014	3rd Quarter 2014	4th Quarter 2014
N° Shares	84,564,593	16,947,582	41,738,901	6,338,706
Total traded amount (thousands of pesos)	35,069,020	8,487,002	25,728,070	4,193,585
Average price (Chilean pesos)	414.70	500.78	616.41	661.58
	1st Quarter 2015	2nd Quarter 2015	3rd Quarter 2015	4th Quarter 2015
N° Shares	3,082,030	13,800,073	3,401,245	2,766,263
Total traded amount (thousands of pesos)	1,863,983	8,730,410	2,142,500	1,799,405
Average price (Chilean pesos)	604.79	632.64	629.92	650.48
	1st Quarter 2016	2nd Quarter 2016	3rd Quarter 2016	4th Quarter 2016
N° Shares	1,392,953	6,319,546	3,828,320	39,030,352
Total traded amount (thousands of pesos)	939,151	5,361,272	4,217,148	59,211,255
Average price (Chilean pesos)	674.22	848.36	1,101.57	1,517.06

\* Date format dd-mm-yyyy

RELATED SHAREHOLDERS’ TRANSACTIONS

YEAR 2016

TRANSACTION DATE*	COMMUNICATION DATE OF THE TRANSACTION TO THE CORPORATION*	TYPE OF PERSON	RUT PERSON/ ENTITYv	DV	FATHER'S SURNAME	MOTHER'S SURNAME	NAME / CORPORATE NAME	RELATIONSHIP	TYPE OF TRANSACTION	VALUE TYPE	MNEMONIC	SERIES	N° TRADED SHARES	UNIT PRICE (CLP)	AMOUNT TRANSACTION (CLP)	TRANSACTION PERFORMED IN STOCK MARKET	OBSERVATIONS
13/12/2016	14/12/2016	Natural Person	7.010.418	0	SOFFIA	MOLLER	RAMIRO	GA	E	ACC	HF	SINGLE	8,000	1,500.00	12,000,000	S	
07/12/2016	09/12/2016	Legal entity	76.381.308	8			INVERSIONES ANTARES SPA	SG	E	ACC	HF	SINGLE	34,068,464	1,520.00	51,784,065,280	S	
07/12/2016	09/12/2016	Legal entity	86.907.900	6			INMOBILIARIA ALGECIRAS LTDA	SG	A	ACC	HF	SINGLE	34,068,464	1,520.00	51,784,065,280	S	
10/11/2016	11/11/2016	Legal entity	96.727.140	3			INVERSIONES ALBA LIMITADA	EGG	E	ACC	HF	SINGLE	262,982	1,500.00	394,473,000	S	
07/11/2016	08/11/2016	Legal entity	96.727.140	3			INVERSIONES ALBA LIMITADA	EGG	E	ACC	HF	SINGLE	84	1,500.00	126,000	S	
04/11/2016	07/11/2016	Legal entity	76.307.589	3			INVERSIONAS FJ	EEJ	E	ACC	HF	SINGLE	205,082	1,500.00	307,623,000	S	
03/11/2016	07/11/2016	Legal entity	76.307.589	3			INVERSIONAS FJ	EEJ	E	ACC	HF	SINGLE	14,400	1,500.00	21,600,000	S	
27/10/2016	07/11/2016	Legal entity	76.307.589	3			INVERSIONAS FJ	EEJ	E	ACC	HF	SINGLE	110,536	1,500.00	165,804,000	S	
30/09/2016	03/10/2016	Natural Person	7.010.418	0	SOFFIA	MOLLER	RAMIRO	GA	E	ACC	HF	SINGLE	3,575	1,385.00	4,951,375	S	
30/09/2016	03/10/2016	Natural Person	7.010.418	0	SOFFIA	MOLLER	RAMIRO	GA	E	ACC	HF	SINGLE	11,425	1,385.00	15,823,625	S	
30/09/2016	03/10/2016	Legal entity	96.727.140	3			INVERSIONES ALBA LIMITADA	EGG	E	ACC	HF	SINGLE	900,000	1,400.00	1,260,090,000	S	
30/09/2016	03/10/2016	Legal entity	99.501.410	6			ASESORIAS E INVERSIONES A D SA	EGA	E	ACC	HF	SINGLE	288,565	1,400.00	403,991,000	S	
03/05/2016	04/05/2016	Legal entity	76.430.007	6			INVERSIONES ISKRA LIMITADA	EDI	E	ACC	HF	SINGLE	2,090,382	920.00	1,923,151,440	S	
14/04/2016	18/04/2016	Natural Person	13.065.701	K	COFRE	ALONSO	ANDRES EMILIO	EJ	A	ACC	HF	SINGLE	16,250	760.00	12,350,000	S	

YEAR 2015

TRANSACTION DATE*	COMMUNICATION DATE OF THE TRANSACTION TO THE CORPORATION*	TYPE OF PERSON	RUT PERSON/ ENTITYv	DV	FATHER'S SURNAME	MOTHER'S SURNAME	NAME / CORPORATE NAME	RELATIONSHIP	TYPE OF TRANSACTION	VALUE TYPE	MNEMONIC	SERIES	N° TRADED SHARES	UNIT PRICE (CLP)	AMOUNT TRANSACTION (CLP)	TRANSACTION PERFORMED IN STOCK MARKET	OBSERVATIONS
02/07/2015	02/07/2015	Legal entity	79.500.050	K			INMOBILIARIA ALIANZA S.A.	EDI	A	ACC	HF	SINGLE	3,051,778	630.00	1,922,620,140	S	
02/07/2015	02/07/2015	Legal entity	93.682.000	K			COMERCIAL EPYSA S.A.	EPD	E	ACC	HF	SINGLE	3,051,778	630.00	1,922,620,140	S	
23/06/2015	23/06/2015	Natural Person	7.731.109	2	COMPARINI	FONTECILLA	MARCO LORENZO	DI	A	ACC	HF	SINGLE	128,000	630.00	80,640,000	S	
23/06/2015	23/06/2015	Legal entity	76.355.600	K			INVERSIONES YASESORIAS EL PLOMO LTD.	EDI	A	ACC	HF	SINGLE	128,000	630.00	80,640,000	S	
12/06/2015	12/06/2015	Legal entity	79.500.050	K			INMOBILIARIA ALIANZA S.A.	EDI	E	ACC	HF	SINGLE	5,000,000	630.00	3,150,000,000	S	COMPANY RELATED TO THE DIRECTOR GERMAN NOVION
12/06/2015	12/06/2015	Legal entity	93.682.000	K			COMERCIAL EPYSA S.A.	EDI	A	ACC	HF	SINGLE	5,000,000	630.00	3,150,000,000	S	COMPANY RELATED TO THE DIRECTOR GERMAN NOVION
06/04/2015	06/04/2015	Natural Person	7.409.243	8	JUILLERAT	MUÑOZ	FELIPE	EJ	E	ACC	HF	SINGLE	38,569	420.00	16,198,980	N	
26/01/2015	27/01/2015	Natural Person	12.864.024	K	SALINAS	TAPIA	GUSTAVO	EJ	E	ACC	HF	SINGLE	4,624	600.00	2,774,400	S	

\* Date format dd-mm-yyyy

## INVESTMENT PLANS

The Company has structured its future investment plan from the currently valid Strategic Plan, which is based on four strategic pillars: to operate globally, add value to customers, obtain producer loyalty and innovate in the business model.

### 1. OPERATE GLOBALLY AS A SINGLE PLATFORM

To control, consolidate and develop trade platforms at a global level have been vital in Hortifrut's business model and have constituted one of its most relevant competitive advantages.

To continue growing within this logic it is vital to permanently perfect corporate governance practices and optimize the organization chart, among other aspects, to globally integrate the planning and software systems.

### 2. ADD INCREASED VALUE TO CUSTOMERS AND FINAL CONSUMERS

We plan an important growth in volumes to be commercialized during the following years, this is due to an increase in the demand of current and potential customers in the United States, Europe and Asia.

To be able to capture this growing demand, investments must take place in the development of brands and new distribution channels, incorporate new varieties and implement new business units that allow the growth of trade platforms.

### 3. PRODUCER LOYALTY AND OPTIMIZATION OF INTEGRATION

Hortifrut is a company of producers for producers, so it must optimize the added value that it provides its producers through services such as agricultural administration and own genetics, among others.

The Company must continue investing in optimizing the services that it currently provides and developing new initiatives that allow to strengthen the link and increase the loyalty of its third- party producers.

### 4. INNOVATION IN GENETICS AND ALL THE BUSINESS MODEL

Investments in the development of new crop varieties and technologies have been for years a decisive, innovative and profitable element for Hortifrut. Therefore, the Company must continue working and investing in the development of genetics and in the process of making these genetics reach own and third party producer fields.

This closeness with the field and its people, invites the Company to be an ecological, clean company, which is linked to the communities, so it will continue investing and working to improve its position in environmental topics, food safety and social environments of the different communities with whom it interacts.

## FINANCIAL ACTIVITIES

The Company's main financial activities correspond to short and long term credits for the financing of work capital, exports and investments. The banks with whom we have these credits, as well as other instruments such as forwards and swaps, are Banco de Crédito e Inversiones, Banco Santander, BBVA, Banco de Chile, Banco Estado, Banco Security, Banco BICE, Itau Corpbanca, Rabobank and Scotiabank.





## FINANCING POLICIES

Hortifrut'S financing policy is based on the obtaining of short and long term financial resources, taking into account the Company's capital structure, the long-term financing plan, productive, financial and commercial forecasts, as well as the cost of the debt.

Additionally, the following obligations must be fulfilled, over the base of the 12-month consolidated financial statements:

- Maintain an annual Net Financial Debt level divided by EBITDA lower or equal to 6 times as of December 31 of each year, lower or equal to 5 times as of June 30, 2014 and June 30, 2015, and lower or equal to 4.5 times as of June 30, 2016 and following.
- Maintain a Financial Cost Hedging (EBITDA divided by net financial costs of the last 12 months) equal or higher than 4 times as of June 30 of each year.
- Maintain the Net Financial Debt divided by Total Equity ratio lower than 1 time as of June 30 of each year.

## LICENSES AND AGREEMENTS

CONTRACT REFERENCE	SPECIES	LICENSOR	LICENSEE
Blue Berry	Blueberry	Michigan Blueberry Growers	Hortifrut North America, Inc.
Programa Atlantic Blue	Blueberry	Royal Berries	Hortifrut S.A.
Aurora, Draper, Liberty, Calypso y Osorno	Blueberry	Michigan State University	Hortifrut S.A.
Aurora, Draper, Liberty, Calypso y Osorno	Blueberry	Michigan State University	Hortifrut S.A.
Aurora, Draper, Liberty, Calypso y Osorno (Resto del Mundo)	Blueberry	Michigan State University	Hortifrut S.A.
MSU Advanced Selections Blueberries USA, Canadá, U.E.	Blueberry	Michigan State University	Hortifrut S.A.
Chickadee, Bobalink, Raven, Meadowlark and Kestrel	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut S.A.
Meadowlark, Farthing, Flicker, Scintilla, FLX-1 y Kestel	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut S.A.
UGA Advanced Selections	Blueberry	University of Georgia	Hortifrut S.A.
North Carolina State University Trialing Agreement for Blueberry	Blueberry	North Carolina State University	Hortifrut S.A.
North Carolina State University Hybrid Parental Use Agreement	Blueberry	North Carolina State University	Hortifrut S.A.
OZ Varieties Pty	Blueberry	United Export	Hortifrut S.A.
OZ Varieties Pty	Blueberry	United Export	Hortifrut S.A.
Pacific Berry Breeding	Raspberry	Naturipe Berry Growers	Hortifrut North America, Inc.
Kiwigold Raspberry	Raspberry	C. Thomas	Hortifrut S.A.
Consorcio de la Fruta	Raspberry		Hortifrut Chile S.A.
Sugana Raspberry	Raspberry	Lubera	Hortifrut S.A.
Himbo-Top	Raspberry	Promo-Fruit	Hortifrut S.A.
Breeding Agreement, Chile, México, Argentina, Brasil y Perú	Blackberry	University of Arkansas	Hortifrut S.A.
Prime Jim and Prime Jan	Blackberry	University of Arkansas	Hortifrut S.A.
INIA / Hortifrut	Murtilla	INIA	Hortifrut S.A.

# MAIN ASSETS

The Company's main assets are its productive fields, laboratories for the development of varieties, brands and storage centers. Regarding current assets, this is mainly made up of stocks, sale debtors and receivable notes and accounts with related companies.

## MAIN LAND AND PROPERTY OWNED BY HORTIFRUT S.A AND SUBSIDIARIES

OWNER	ASSET	DESCRIPTION	SURFACE (HAS.)
Hortifrut Comercial S.A.	Property	Site 1-2, 4-16, 55-84, Field N°151, Colonia Gabriel González Videla, La Serena, Chile	23.00
Hortifrut Comercial S.A.	Water Right	2.48 shares, Field N°151, Colonia Gabriel González Videla, La Serena, Chile	N/A
Agrícola El Pampino S.A.	Property	Lot N°2 Field N°12, Los Maitenes Field project, Purranque, Osorno, Chile	22.16
Agrícola El Pampino S.A.	Property	Lot N°2 Piece of Field Carihue, La Piedra Property, Purranque, Osorno, Chile	26.18
Agrícola El Pampino S.A.	Water Right	Underground water, Purranque, Osorno, Chile	N/A
Agrícola Sta. Rosa del Parque S.A.	Property	Lot A-1, Hijueta A, El Parque Farm, Angol, Chile	66.84
Agrícola Sta. Rosa del Parque S.A.	Water Right	Canal Ñipaco, Angol, Chile	N/A
Agrícola Hortifrut S.A.	Property	Rustic property, Río Negro, Chile	207.00
Agrícola Hortifrut S.A.	Water Right	Río Forrahue waters, Río Negro, Chile	N/A
Agrícola Hortifrut S.A.	Property	Lot N°12-A Field N°12, Santa Isabel Field project, Freire, Chile	42.50
Agrícola Hortifrut S.A.	Property	Field N°10, Santa Isabel y Los Cipreses, Freire, Chile	53.10
Agrícola Hortifrut S.A.	Water Right	Canal Allipén, 50 of 20 shares and 183 of 25,000 shares, Freire, Chile	N/A
Agrícola Hortifrut S.A.	Water Right	Canal Allipén, 14 risk shares, Freire, Chile	N/A
Agrícola Hortifrut S.A.	Water Right	Canal Allipén, 14 risk shares, Freire, Chile	N/A
Agrícola Mataquito S.A.	Property	Hijueta Tercera del Fundo Ponunquén, Curepto, Chile	79.00
Agrícola Mataquito S.A.	Property	Lot B of Plano de Hijuelación Ponunquén, Curepto, Chile	20.18
Agrícola Mataquito S.A.	Water Right	88 lt/s and 25% de 88 lts, Curepto, Chile	N/A
Hortifrut Chile S.A.	Property	Lot 2 of Hijueta 2da of Lot B, Resto o Reserva Virquenco Field, Los Ángeles, Chile	5.50
Hortifrut Chile S.A.	Property	Lot 1-B, Part of Northern Area of Fundo El Congreso, Gorbea, Chile	4.83
Hortifrut Chile S.A.	Property	Hijueta N°2, Nahuel Farm, Lot Sector B, Resto Chacra Santa María, Angol, Chile	0.50
Hortifrut Chile S.A.	Property	Hijueta N°2, Hijueta Central Ñipaco, Angol, Chile	0.50
Agrícola Vida Nueva S.A.	Property	Lot Two, of an approximate surface of 8.02 hectares, Loncoche, Chile	8.02
Agrícola Vida Nueva S.A.	Property	Lot D-2, located in the Manhue sector, Loncoche, Chile	4.73
Agrícola Vida Nueva S.A.	Property	Lot C Dos, located in Huiscaپی, Loncoche, Chile	8.02
Agrícola Vida Nueva S.A.	Property	Lot B, resulting from the subdivision of a land of greater extension located in Huiscaپی, Loncoche, Chile	4.73
Agrícola Vida Nueva S.A.	Property	Lot Two of the subdivision of the property denominated Santa Marta, located in Huiscaپی, Loncoche, Chile	19.35
Agrícola Vida Nueva S.A.	Property	Lot C of 9-A1, Casahue Field project, Loncoche, Chile	1.00
Agrícola Vida Nueva S.A.	Property	Lot 9 A1-A2, Casahue Field project, Loncoche, Chile	3.00
Agrícola Vida Nueva S.A.	Property	Lot 9-A 1D of the subdivision of the larger property extension denominated Field N°9, Casahue Field project, Loncoche, Chile	16.00
Agrícola Vida Nueva S.A.	Property	Lot 8-A resulting from the subdivision of a property of greater extension denominated Field N° 8, Loncoche, Chile	20.40
Agrícola Vida Nueva S.A.	Property	Lot 8-B resulting from the subdivision of a property of greater extension denominated Field N° 8, Loncoche, Chile	2.80
Agrícola Vida Nueva S.A.	Water Right	Surface and current water Estero Sin Nombre, Loncoche, Chile	N/A
Berries de Panguipulli SpA	Property	Field N°4 Arturo Araya Field project, ex Fundo Curaco, Panguipulli, Chile	14.57
Berries de Panguipulli SpA	Property	Field N°5 Arturo Araya Field project, ex Fundo Curaco, Panguipulli, Chile	43.40
Berries de Panguipulli SpA	Property	Field N°6 Arturo Araya Field project, ex Fundo Curaco, Panguipulli, Chile	6.97
Berries de Panguipulli SpA	Property	Field N°8 Arturo Araya Field project, ex Fundo Curaco, Panguipulli, Chile	22.46

## MAIN LAND AND PROPERTY OWNED BY HORTIFRUT S.A AND SUBSIDIARIES (CONTINUATION)

OWNER	ASSET	DESCRIPTION	SURFACE (HAS.)
Berries de Panguipulli SpA	Property	Lot A Comohue property, Vista Hermosa, Panguipulli, Chile	98.53
Berries de Panguipulli SpA	Property	Hijuela N° 1 La Pantalla y El Zarzal Properties, Panguipulli, Chile	47.30
Berries de Panguipulli SpA	Water Right	50 lts/s and annual volume of 1,576,800 m3 well N°2 Fundo El Mirador, Panguipulli, Chile	N/A
Berries de Panguipulli SpA	Water Right	42 lts/s and annual volume of 1,324,512 m3 well N°4 Vista Hermosa, Panguipulli, Chile	N/A
Berries de Panguipulli SpA	Water Right	16 lts/s and annual volume of 504,576 m3 well N°3 Vista Hermosa, Panguipulli, Chile	N/A
Berries de Panguipulli SpA	Water Right	26 lts/s and annual volume of 819,936 m3 well N°1 Vista Hermosa, Panguipulli, Chile	N/A
Berries de Panguipulli SpA	Water Right	28 lts/s and annual volume of 883,008 m3 well, Panguipulli, Chile	N/A
Berries de Panguipulli SpA	Water Right	43 lts/s and annual volume of 1,237,500 m3 pozo N°1 y N°2, Panguipulli, Chile	N/A
Berries de Panguipulli SpA	Water Right	37 lts/s and annual volume of 1,166,832 m3 pozo N°3 Fundo Curaco, Chile	N/A
Hortifrut S.A.	Property	Lot 1-AB, Parque Industrial Vespucio Lo Echevers, located on Antillanca Norte street, Pudahuel, Santiago, Chile	3.16
Hortifrut S.A.	Property	Lot 2-AB, Parque Industrial Vespucio Lo Echevers, located on Antillanca Norte street, Pudahuel, Santiago, Chile	3.16
Hortifrut S.A.	Property	Office 34, parking 3, 55, 91, 92 and 93, and warehouses 8 and 18, Building N°1 denominated La Pirámide, Av. Del Condor N°600, Huechuraba, Santiago, Chile	N/A
Top Berries & Fruit SpA	Property	Lot One Resto Fundo Coihuecura o Potrero de Afuera, Yerbass Buenas, Linares, Chile	6.78
Top Berries & Fruit SpA	Water Right	9 shares of the Comunidad de Aguas Canal Olivar, San Ignacio, Linares, Chile	N/A
Viveros Hortifrut Chile S.A.	Property	Lot N° 4 of the Subdivision Map of Hijuela Montecarlo, Hijuelas, Quillota, Chile	2.50
Viveros Hortifrut Chile S.A.	Water Right	1.00 shares in the Canales Coquimbó y Comunidad de la Asociación de Canalistas de Hijuelas y Canal Purutún, Hijuelas, Quillota, Chile	N/A
Hortifrut Spain Southern Sun S.L.	Property	Field 830 of Polígono 258, at the site denominated Campo de Aviación, Lugo, Galicia, Spain	117.75
HF Sarbanand S. de R.L. de C.V. <sup>11</sup>	Property	Rustic property denominated Camichin Llano, Zapotlán El Grande, Jalisco, Mexico	27.85
HF Sarbanand S. de R.L. de C.V. <sup>11</sup>	Property	Fraction resulting from the subdivision of the rustic property denominated Camichin Redondo, Zapotlán El Grande, Jalisco, Mexico	27.60
Hortifrut S.A. de C.V.	Property	Fraction of land that is deducted from the Rustic Property denominated "La Magdalena", located in Rancho La Magdalena, Tacambaro, Municipio y Distrito de Michoacán, Mexico	0.25
Hortifrut ABA S.A. de C.V.	Property	Fraction from the Rustic Property denominated "Los Guayabos", located within the Municipio de Zapotiltic, Jalisco, Mexico	1.50
HFE Berries Perú S.A.C.	Property	Lots B6a and B6b of the Olmos Irrigation Project, Peru	506.00

## PACKING LEASE CONTRACTS

LESSOR	LESSEE	DESCRIPTION OF ASSET	SURFACE
Agrícola Hortifrut S.A.	Hortifrut Chile S.A.	Storage center located within the Río Negro Rustic Property, Chile	0.80 has.
Agrícola Hortifrut S.A.	Hortifrut Chile S.A.	Portion of land of 1 hectare of Lot 12-A, Field N°12, Santa Isabel Field project, Freire, Chile	1.00 has.
Agrícola Santa Carmen Ltda.	Hortifrut Chile S.A.	Part of Fields N°42 and N°43, of subdivision of Lot 65-A, 66 and 67 of subdivision of Ex Hacienda Curacaví, Curacaví, Chile	4,000 mts²
SOF South Organic Fruits S.A. (propiedad arrendada a Frigorífico Santa Rosa)	Hortifrut Chile S.A.	Warehouse of 1,200 m2 and office of 140 m2, space of 340 m2 and refrigeration chamber 1 of 826 m2; refrigeration chamber 2 of 268 m2 and refrigeration chamber 3 of 356 m2, Chillán, Chile	3,130 mts2
Integrity S.A.	Hortifrut Comercial S.A.	Office, laboratory and warehouse located at San Pablo Antiguo s/n Lot R1-A, Km 16,5 Ruta 68, Pudahuel, Chile	470 mts2
Productores Unidos de Paraíso del Ziracuaretiro, S. de P.R. de R.L.	Hortifrut S.A. de C.V.	Lot that corresponds to the ejidal perimeter of the Community of Ziracuaretiro, located at Carretera Uruapán-Ziracuretiro, Los Reyes, Michoacán, Mexico	N/A
CONSEDE, Consultores y Servicios S.A. de C.V.	Hortifrut S.A. de C.V.	Commercial warehouse located on Land Lot N°1, resulting from the subdivision of Field N°29 Z1 P1/3, located in the ejido of Huejotitán, Jocotepec, Jalisco, Mexico	N/A
Luz Hudson Nogueira	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Rua Joao Silverio N°332, Centro, Senador Amaral, Minas Gerais, Brazil	N/A

<sup>11</sup> HF Sarbanand S. de R.L. de C.V. is Trustee of the described fields, which constitute the equity of the Trust. In case of its extinction, its equity is transferred to the Trustee.

LEASE CONTRACTS OF FIELDS AND PROPERTIES IN CHILE

LESSOR	LESSEE	DESCRIPTION OF ASSET	SURFACE (HAS.)
Inversiones IMG Ltda.	Hortifrut S.A.	Part of a piece of three, Virquenco Property, Santa Fe, Los Robles Farm, Los Angeles, Chile	22.50
Inversiones IMG Ltda.	Hortifrut S.A.	Lot N°1 and N°2, Field N°67, Virquenco Field project, Los Angeles, Chile	8.25
Sociedad Agrícola y Ganadera El Otonal Ltda.	Agrícola El Avellano S.A.	El Avellano Farm, Osorno, Chile	130.00
Agrícola e Inmobiliaria Lumaco S.A.	Hortifrut S.A.	Field N°68, Virquenco Field project, Los Angeles, Chile	10.00
Silvia García Salas y Otros	Hortifrut S.A.	Field N°20, Por la Razón o la Fuerza Field project, Mulchén, Chile	11.00
Sergio Yáñez Navarrete	Hortifrut S.A.	Field N°25, Por la Razón o la Fuerza Field project, Mulchén, Chile	8.00
Miguel Angel Muñoz Hidalgo and Others	Hortifrut S.A. (sub-lease to Hortifrut Comercial S.A.)	Piece of land denominated Las Mercedes, Chanco, Chile	21.67
Sergio Meza Pérez and Other	Hortifrut S.A. (sub-lease to Hortifrut Comercial S.A.)	Piece of San Baldomero Farm, Chanco, Chile	50.00
Francisco Cancino Tapia	Hortifrut S.A. (sub-lease to Hortifrut Comercial S.A.)	Rural property, Punchema Sector, Chanco, Chile	8.05
Manuel Retamal Chamorro	Hortifrut Comercial S.A. (sub-lease to Hortifrut S.A.)	Part of property denominated El Recreo, Reloca, Chanco, Chile	1.00
María Angélica Osorio Cortés	Hortifrut S.A. (sub-lease to Hortifrut Comercial S.A.)	Part of Field N°136, Colonia Gabriel González Videla, La Serena, Chile	22.50
María Angélica Osorio Cortés	Hortifrut S.A. (sub-lease to Hortifrut Comercial S.A.)	Water Rights Field N°136, Colonia Gabriel González Videla, La Serena, Chile	N/A
Sara Eugenia Letelier Letelier	Hortifrut S.A.	Resto Hijueta 2da, Ponunquén Field and Lot A of Plano de Hijuelación, Fundo Ponunquén, Curepto, Chile	76.37
Inés del Carmen Aravena Guzmán	Hortifrut S.A.	Field 51, 52 and 53, Colín Field project, Comuna Sagrada Familia, Curicó, Chile	31.78
Olga Albina Álvarez Schilling and Others	Hortifrut S.A.	Lot C of the Resto de la Hijueta of 160 has, Comuna de Gorbea (4ta faja), IX Región de la Araucanía, Chile	19.30
Pedro Peñailillo Peralta	Hortifrut Comercial S.A.	Piece of Punchema property, Chanco, Chile	5.49
Arándanos del Sur S.A.	Agrícola Hortifrut S.A.	Rest of denominated Lot C, Santa Olga, Comuna Padre Las Casas, Chile	92.00
Juan Ibáñez Pardo	Agrícola Hortifrut S.A.	Part of Los Bambúes Farm and water rights, Molina, Curicó, Chile	18.00
Hortifrut S.A.	Agrícola y Ganadera Santa Rebeca Ltda.	A portion of property denominated Field N°64, Virquenco Field project, Los Angeles, Chile	2.50
Alena Sneberger González	Agrícola Mataquito S.A.	Field 81, 83, 86, 88 and Lot D of Field 82, El Tártaro y Lo Vicuña Field project, Putaendo, Chile	42.21
Satel Inversiones Inmobiliarias S.A.	Hortifrut Chile S.A.	Offices 31 and 33, warehouse 28 and underground parkings 71, 72, 73, 74, 75 and 76, Building N°1 denominated La Pirámide, Av. Del Condor N°600, Huechuraba, Santiago, Chile	291 mts2



## LEASE CONTRACTS OF FIELDS IN MEXICO, SPAIN AND BRAZIL

LESSOR	LESSEE	DESCRIPTION OF ASSET	SURFACE (HAS.)
Guillermo Cortés Santiago	Hortifrut ABA S.A. de C.V.	Field 65 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.48
Abraham Mendoza Gudiño	Hortifrut ABA S.A. de C.V.	Field 257 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	2.84
Juan José Vargas Mendoza	Hortifrut ABA S.A. de C.V.	Field 58 and 75 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	20.05
Ramón Villalcazo M.	Hortifrut ABA S.A. de C.V.	Field 62 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.41
Hilario Javier Alcaraz	Hortifrut ABA S.A. de C.V.	Field 531 and 61 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	5.00
Víctor Morales Aguilar	Hortifrut ABA S.A. de C.V.	Field 64 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.71
Pedro Mendoza Villalvazo	Hortifrut ABA S.A. de C.V.	Field 59 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	5.00
Gonzalo Mendoza Villalvazo	Hortifrut ABA S.A. de C.V.	Field 78 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	11.28
M <sup>o</sup> Isabel Preciado Sánchez	Hortifrut ABA S.A. de C.V.	Field 89 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.62
Pedro Mendoza Ocegueda	Hortifrut ABA S.A. de C.V.	Field 60 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	5.03
M <sup>o</sup> del Refugio Preciado Barragán	Hortifrut ABA S.A. de C.V.	Field 67 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.55
M <sup>o</sup> Isabel Preciado Magaña	Hortifrut ABA S.A. de C.V.	Part of rustic property located on Field 89Z-1 P 2/4, Guayabos, Zapotiltic, Jalisco, Mexico	3.43
Alfonso Esparza Sánchez	Hortifrut ABA S.A. de C.V.	Field 228 Z1 P2/4, Ocote, Zapotiltic, Jalisco, Mexico	9.79
Luis Antonio Ceballos Martínez	Hortifrut ABA S.A. de C.V.	Field 210 Z1 P2/4, Ocote, Zapotiltic, Jalisco, Mexico	8.88
María Preciado Magaña	Hortifrut ABA S.A. de C.V.	Field 227 Z1 P2/4, Ocote, Zapotiltic, Jalisco, Mexico	10.62
Jorge Ramírez Guzmán	Hortifrut ABA S.A. de C.V.	Field 212 Z1 P2/4, Ocote, Zapotiltic, Jalisco, Mexico	9.97
José Guzmán Briceño	Hortifrut ABA S.A. de C.V.	Field 203 Z1 P2/4, Ocote, Zapotiltic, Jalisco, Mexico	10.77
Elvira Martínez Cruz	Hortifrut ABA S.A. de C.V.	Field 217 Z1 P2/4, Ocote, Zapotiltic, Jalisco, Mexico	10.77
Valentín García Sánchez	Hortifrut ABA S.A. de C.V.	Field 211 Z1 P2/4, Ocote, Zapotiltic, Jalisco, Mexico	9.02
Gerogina del Toro Bayardo y Otros	Hortifrut ABA S.A. de C.V.	Part of Rustic Property denominated Loma de Apango, El Crucero y El Molino, Zapotlán el Grande, Jalisco, Mexico	77.57
Carlos del Toro Figueroa	Hortifrut ABA S.A. de C.V.	Middle property, Loma de Apango, El Crucero, Rincón del Zapote, Jalisco, Mexico	41.27
Juan Carlos Ceballos Espinoza y Adriana Gutiérrez Gutiérrez	HF Sarbanand S. de R.L. de C.V.	Part of Rustic Property denominated El Estanque y Guayabitos, Zapotiltic, Jalisco, Mexico	45.00
Raúl Silva Mendoza, Angélica Gutiérrez y Otros	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated Milpillás, Zapotiltic, Jalisco, Mexico	17.08
César Inojosa Silva	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated Milpillás, Zapotiltic, Jalisco, Mexico	7.00
Raúl Silva Mendoza	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated Milpillás, Zapotiltic, Jalisco, Mexico	8.20
Oscar Silva Mendoza	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated Milpillás, Zapotiltic, Jalisco, Mexico	7.00
Jorge Luis Silva Mendoza	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated Milpillás, Zapotiltic, Jalisco, Mexico	7.00
Antonio Mendoza Ramírez	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated Milpillás, Zapotiltic, Jalisco, Mexico	7.00
Raúl Silva Santiago	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated Milpillás, Zapotiltic, Jalisco, Mexico	17.24
Arturo Silva Mendoza	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated Milpillás, Zapotiltic, Jalisco, Mexico	7.00
Arturo Silva Mendoza	HF Sarbanand S. de R.L. de C.V.	Fraction of Rustic Property denominated El Gato, Zapotiltic, Jalisco, Mexico	30.00
M <sup>o</sup> Trinidad García Aguayo y/o Héctor Quintanar García	HF Sarbanand S. de R.L. de C.V.	Field 195 Z1 P2/4, Zapotiltic, Jalisco, Mexico	9.79
J. Jesus Barragán Plascencia	Agrícola Los Reyes S. de R.L. de C.V.	Fraction of Field number 99 Z1 P1/2, Núcleo Agrario Los Limones, Municipio de Los Reyes, Michoacán, Mexico	2.50
Pablo Martínez González	Agrícola Los Reyes S. de R.L. de C.V.	Field number 101 Z1 P1/2, Núcleo Agrario Los Limones, Municipio de Los Reyes, Michoacán, Mexico	14.65
Adelina Ceja Zaragoza	Agrícola Los Reyes S. de R.L. de C.V.	Fraction of Field number 191 Z1 P1/2, Núcleo Agrario Los Limones, Municipio de Los Reyes, Michoacán, Mexico	1.00
Manuel Barragán Macías	Agrícola Los Reyes S. de R.L. de C.V.	Field number 107 Z1 P1/2, Núcleo Agrario Los Limones, Municipio de Los Reyes, Michoacán, Mexico	7.40
Salvador Nuñez Figueroa	Agrícola Los Reyes S. de R.L. de C.V.	Field number 102 Z1 P1/2, Núcleo Agrario Los Limones, Municipio de Los Reyes, Michoacán, Mexico	6.34

LEASE CONTRACTS OF FIELDS IN MEXICO, SPAIN AND BRAZIL (CONTINUATION)

LESSOR	LESSEE	DESCRIPTION OF ASSET	SURFACE (HAS.)
J. Jesus Barragán Oseguera	Agrícola Los Reyes S. de R.L. de C.V.	Field number 220 Z1 P1/2, Núcleo Agrario Los Limones, Municipio de Los Reyes, Michoacán, Mexico	4.48
Yolanda Guerrero Camacho	Agrícola Los Reyes S. de R.L. de C.V.	Field number 104 Z1 P1/2, Núcleo Agrario Los Limones, Municipios de Los Reyes, Michoacán, Mexico	4.40
José Millan Hinojosa	Hortifrut S.A. de C.V.	Part of Field 28 Z-1 P1/1 located on ejido de Zirimicuaro, Ziracuaretiro, Muchoacán, Mexico	N/A
Baudelia Barreto Fabian	Hortifrut S.A. de C.V.	Fraction of rustic property denominated el "Magallón", Rancho de Magallón, Peribán de Ramos, Michoacán, Mexico	N/A
Ignacio Mendoza Valencia	Hortifrut S.A. de C.V.	Lot 15, Block 1, Zone O, located in the locality of Corona, Peribán, Michoacán, Mexico	N/A
Gerardo Morales Medina	Hortifrut S.A. de C.V.	Fraction of Field 62 Z-1 P2/4 of the Ejido de Taretan, Taretán, Michoacán, Mexico	N/A
Grupo Tequilero Azul Esmeralda, S.P.R. de R.L. de C.V.	Hortifrut S.A. de C.V.	Field ejidal denominated "La Cofradía", Chiquilistlán, Jalisco, Mexico	2.00
Agrícola Famevi, S.P.R. de R.L.	Agrofrutas, S. de R.L. de C.V.	Fraction of Field ejidal number 1 Z-1 P1/1, Periban de Ramos, Michoacán, Mexico	3.00
Destro S.A.	Hortifrut Spain Southern Sun S.L.	Rustic farm denominated El Alamillo, Municipio de Almonte, Provincia de Huelva, Andalucía, Spain	200.00
Ayuntamiento de Villaviciosa	Asturian Berries, S.L.	Communal Farm, located at Monte La Rasa de Selorio, Ayuntamiento de Villaviciosa, Asturias, Spain	13.00
Espolio de Joao Alves de Rezende y Luceia Aparecida de Rezende Souza	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Areas A1, A2 and A3, site Lagoa Grande, Senador Amaral, Minas Gerais, Brazil	12.00
Espolio de Joao Alves de Rezende y Maria de Lourdes Reodrigues Silva	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Areas B, site Lagoa Grande, Senador Amaral, Minas Gerais, Brazil	6.00
Espolio de Gilberto Silveiro de Rezende	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Area B2, site Lagoa Grande, Senador Amaral, Minas Gerais, Brazil	6.79
Maria Silverio de Mendonca	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Site Correntinho, Senador Amaral, Minas Gerais, Brazil	42.35

OTHER LEASES

LESSOR	LESSEE	DESCRIPTION OF ASSET	SURFACE
Heinrich Wolfgang Wulfert	Agrícola Los Reyes S. de R.L. de C.V.	9-A Floor, Torre Corey, Av. Vallarta 6503, Colonia Ciudad Granja, Zapopán, Jalisco, Mexico	N/A
Loit, S.C.	Agrícola Los Reyes S. de R.L. de C.V.	7 Floor, Torre Corey, Av. Vallarta 6503, Colonia Ciudad Granja, Zapopán, Jalisco, Mexico	N/A
Isela Vargas Mejías y Otros	Agrícola Los Reyes S. de R.L. de C.V.	Hidalgo 296, Zapotiltic, Jalisco, Mexico	594 mts²
Lucila Sandoval Villalvazo	Agrícola Los Reyes S. de R.L. de C.V.	Independencia 104, Zapotiltic, Jalisco, Mexico	304 mts²
Patricia Judith Ceballos Larios	Agrícola Los Reyes S. de R.L. de C.V.	Francisco I Madero 77, Zapotiltic, Jalisco, Mexico	734 mts²
Jorge Abel Ceballos Espinoza	Agrícola Los Reyes S. de R.L. de C.V.	Zaragoza 24, Zapotiltic, Jalisco, Mexico	453 mts²
Patricia Judith Ceballos Larios	Agrícola Los Reyes S. de R.L. de C.V.	Francisco I Madero 75, Zapotiltic, Jalisco, Mexico	292 mts²
José Gutiérrez Torres y Otra	Agrícola Los Reyes S. de R.L. de C.V.	Finca number 14 de la calle Guerrero del cuartel 4to, manzana 5ta, Zapotiltic, Jalisco, Mexico	325 mts2
Roberval Ramos de Moura	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Rua Geraldo Julio 200, Bairro Centro, Senador Amaral, Minas Gerais, Brazil	N/A
Anadir Helena da Silveira	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Rua Geraldo Julio 65, Bairro Centro, Senador Amaral, Minas Gerais, Brazil	N/A
Marcos Michel de Godoi	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Rua Joao Silverio 70, Centro, Senador Amaral, Minas Gerais, Brazil	N/A
Armando Merli Junior y Antonio Romualdo Morales Filho	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Offices 512 and 513 of Capital Corporate Office Building, Avenida Doutor Chucri Zaidan 1550, Sao Paulo, Brazil	N/A
Taffrio Servicos de Armazenagens Refrigeradas Ltda.	BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.	Commercial room N°14-external, Avenida Prefeito Joao Vilalobo Quero 1505, Barueri, Sao Paulo, Brazi	N/A

FIELDS CONTRIBUTED IN USUFRUCT

USUFRUCT	USUFRUCTUARY	DESCRIPTION OF ASSET	SURFACE (HAS.)
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°47, Virquenco Field Project , Los Ángeles, Chile	12.60
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°52 ,Virquenco Field Project , Los Ángeles, Chile	12.60
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°66, Virquenco Field Project , Los Ángeles, Chile	12.00
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°69, Virquenco Field Project , Los Ángeles, Chile	14.00
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°71, Virquenco Field Project , Los Ángeles, Chile	12.00
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°72, Virquenco Field Project , Los Ángeles, Chile	19.00
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°73, Virquenco Field Project , Los Ángeles, Chile	18.10
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°74, Virquenco Field Project , Los Ángeles, Chile	8.00
Inversiones IMG Ltda.	Hortifrut S.A.	Hijuela 2da, Lot B, Resto o Reserva Hacienda Virquenco, Los Ángeles, Chile	10.50
Inversiones IMG Ltda.	Hortifrut S.A.	Hijuela 4ta, Lot B, Resto o Reserva Hacienda Virquenco, Los Ángeles, Chile	31.88
Inversiones IMG Ltda.	Hortifrut S.A.	Lot A del Resto de la Reserva del Fundo Virquenco, Los Ángeles, Chile	14.00

OTHER USUFRUCTS

USUFRUCT	USUFRUCTUARY	DESCRIPTION OF ASSET	SURFACE (HAS.)
Agrícola e Inmobiliaria Lumaco S.A.	Hortifrut S.A.	A portion of real estate denominated Field N°51, Virquenco Field Project, Los Ángeles, Chile	6.00
Agrícola e Inmobiliaria Lumaco S.A.	Hortifrut S.A.	A portion of real estate denominated Field N°64, Virquenco Field Project, Los Ángeles, Chile	7.50
Agrícola e Inmobiliaria Lumaco S.A.	Hortifrut S.A.	Field N°75, Virquenco Field Project, Los Ángeles, Chile	17.50
Inversiones IMG Ltda.	Hortifrut S.A.	Field N°74, Virquenco Field Project, Los Ángeles, Chile	17.50
Inversiones IMG Ltda.	Agrícola Vida Nueva S.A.	Las Encinas Farm, Virquenco, Los Ángeles, Chile	41.40
Rosa Villablanca Franco	Agrícola Vida Nueva S.A.	Field N°33, Vida Nueva Field Project, Villarrica, Chile	10.00
Inversiones Canihua S.A.	Agrícola Vida Nueva S.A.	Resto Field N°33, Vida Nueva Field Project, Villarrica, Chile	29.70

MAIN GOODS IN LEASING

FINANCIAL ENTITY	DEBTOR	DESCRIPTION OF ASSET
BBVA	Hortifrut S.A.	Office 41, 42, 43, 44 and 32, underground parkings 70, 73, 84, 85, 86, 87, 88, 89, 90, 94, 95, 15, 16, 17, 18, 19, 20, 21, 22, 23 and 24, and warehouses 37, 38, 39 and 40, Building N°1 denominated La Pirámide, Av. Del Cóndor N°600, Huechuraba, Santiago, Chile
BBVA	Hortifrut S.A.	Warehouse 43, parking 47,48,49 and 50 of La Pirámide Building, Av. Del Valle N°601, Huechuraba, Santiago, Chile
BCI	Top Berries & Fruit SpA	Lot E-2 and underground water exploitation rights, Ex Fundo Viña San Pedro, Molina, Chile

# INSURANCE POLICIES

BENEFICIARY COMPANY	COUNTRY	TYPE OF INSURANCE	TOPIC	CURRENCY	COVERED AMOUNT	VALIDITY*
Hortifrut Comercial S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	23,600	30-11-2017
Hortifrut Comercial S.A.	Chile	Termination damages	Loss due to termination	UF	25,000	30-11-2017
Hortifrut Comercial S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Agrícola Hortifrut S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	24,790	30-11-2017
Agrícola Hortifrut S.A.	Chile	Termination damages	Loss due to termination	UF	10,000	30-11-2017
Agrícola Hortifrut S.A.	Chile	Agricultural Mobile Equipment	Tractor - Damages and Expenses	UF	1,840	31-08-2017
Agrícola Hortifrut S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Agrícola El Avellano S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	7,800	30-11-2017
Agrícola El Avellano S.A.	Chile	Termination damages	Loss due to termination	UF	4,000	30-11-2017
Agrícola El Avellano S.A.	Chile	Agricultural Mobile Equipment	Tractor - Damages and Expenses	UF	9,352	31-08-2017
Agrícola El Avellano S.A.	Chile	Contractor equipment	Tractor - Damages and Expenses	UF	1,600	31-08-2017
Agrícola El Avellano S.A.	Chile	Vehicles	Vans	UF	2,000	31-08-2017
Agrícola Vida Nueva S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	31,975	30-11-2017
Agrícola Vida Nueva S.A.	Chile	Termination damages	Loss due to termination	UF	5,000	30-11-2017
Agrícola Vida Nueva S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Agrícola Vida Nueva S.A.	Chile	Agricultural Mobile Equipment	Tractor - Damages and Expenses	UF	3,625	31-08-2017
Agrícola Santa Rosa del Parque S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	12,600	30-11-2017
Agrícola Santa Rosa del Parque S.A.	Chile	Termination damages	Loss due to termination	UF	5,000	30-11-2017
Agrícola Santa Rosa del Parque S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Agrícola Santa Rosa del Parque S.A.	Chile	Contractor equipment	Tractor - Damages and Expenses	UF	13,549	31-08-2017
Agrícola Mataquito S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	30,000	30-11-2017
Agrícola Mataquito S.A.	Chile	Termination damages	Loss due to termination	UF	4,000	30-11-2017
Agrícola Mataquito S.A.	Chile	Agricultural Mobile Equipment	Tractor - Damages and Expenses	UF	8,164	31-08-2017
Agrícola Mataquito S.A.	Chile	Vehicles	Vans	UF	Commercial Value	05-08-2017
Agrícola El Pampino S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	4,150	30-11-2017
Agrícola El Pampino S.A.	Chile	Fire	Plantation Tunnels	UF	7,687	11-12-2017
Agrícola El Pampino S.A.	Chile	Termination damages	Loss due to termination	UF	4,000	30-11-2017
Agrícola El Pampino S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Agrícola El Pampino S.A.	Chile	Agricultural Mobile Equipment	Tractor - Damages and Expenses	UF	2,609	31-08-2017
Colmenares Hortifrut S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Top Berries & Fruit SpA	Chile	Fire	Building, Machinery and Installations, Content	UF	345,000	30-11-2017
Top Berries & Fruit SpA	Chile	Termination damages	Loss due to termination	UF	25,000	30-11-2017
Top Berries & Fruit SpA	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Berries de Panguipulli SpA	Chile	Fire	Building, Machinery and Installations, Content	UF	28,150	30-11-2017
Berries de Panguipulli SpA	Chile	Termination damages	Loss due to termination	UF	8,000	30-11-2017
Berries de Panguipulli SpA	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Berries de Panguipulli SpA	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Berries de Panguipulli SpA	Chile	Agricultural Mobile Equipment	Tractor - Damages and Expenses	UF	6,742	31-08-2017
Hortifrut Chile S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	913,480	30-11-2017
Hortifrut Chile S.A.	Chile	Termination damages	Loss due to termination	UF	150,000	30-11-2017
Hortifrut Chile S.A.	Chile	Terrorism	Terrorism	UF	500,000	30-11-2017
Hortifrut Chile S.A.	Chile	Fresh Fruit	Fresh Fruit, IQF, Materials	USD	9,810,916	30-11-2017
Hortifrut Chile S.A.	Chile	Agricultural Mobile Equipment	Harvesting Machinery	UF	5,545	31-08-2017
Hortifrut Chile S.A.	Chile	Personal Accidents	Damages to Workers (Guards)	UF	3,000	31-08-2017
Hortifrut Chile S.A.	Chile	Vehicles	Vans	UF	114,560	31-08-2017

\* Date format dd-mm-yyyy



BENEFICIARY COMPANY	COUNTRY	TYPE OF INSURANCE	TOPIC	CURRENCY	COVERED AMOUNT	VALIDITY*
Hortifrut Chile S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Hortifrut Chile S.A.	Chile	Health and Life	Health and Life	UF	400 x pers.	31-07-2017
Hortifrut Chile S.A.	Chile	General and Product Civil Liability	General and Product Civil Liability	USD	5,000,000	05-08-2017
Hortifrut Chile S.A.	Chile	Credit Insurance	Credit Insurance	USD	19,000,000	30-09-2017
Hortifrut Chile S.A.	Chile	Maritime Transport Insurance	Maritime Transport	USD	12,000,000	30-09-2017
Hortifrut S.A.	Chile	Fire	Building, Machinery and Installations, Content	UF	39,900	30-11-2017
Hortifrut S.A.	Chile	Termination damages	Loss due to termination	UF	10,000	30-11-2017
Hortifrut S.A.	Chile	Agricultural Mobile Equipment	Tractor - Damages and Expenses	UF	17,218	31-08-2017
Hortifrut S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Hortifrut S.A.	Chile	Vehicles	Vans	UF	Commercial Value	31-08-2017
Hortifrut Imports Inc.	USA	Product Civil Liability	Civil Product Liability	USD	20,000,000	09-09-2017
Hortifrut S.A. de C.V. / Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Loading Transport	Fruit Transport	USD	200,000/shipment	01-11-2017
Hortifrut S.A. de C.V. / Agrícolas Los Reyes S. de R.L. de C.V.	Mexico	Business Goods Protection	Fire, technology, machinery, civil liability, electronic equipment, aggravated robbery	USD	48,000,000	01-11-2017
Hortifrut ABA S.A de C.V.	Mexico	Vehicles	Vans	USD	Commercial Value	19-01-2017
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Vehicles	Vans	USD	Commercial Value	19-01-2017
HF Sarbanand S. de R.L. de C.V.	Mexico	Vehicles	Vans	USD	Commercial Value	19-01-2017
Hortifrut S.A. de C.V.	Mexico	Vehicles	Vans	USD	Commercial Value	19-01-2017
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Major Medical Expenses	Medical Expenses of Fortnight Personnel	PMEX	1.734 times the minimum monthly salary	28-05-2017
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Major Medical Expenses	Medical Expenses of Dependents	PMEX	1.734 times the minimum monthly salary	28-05-2017
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Life Insurance	Natural Death, Accidental Death, Total and Permanent Disability	PMEX	36 months of gross monthly salary	25-07-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Tractor - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-01-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-01-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Trailer - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-01-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	18-01-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-04-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-05-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-11-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Tractor - Civil Damage / Liability	EUR	Commercial Value/unlimited	13-11-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Tractor - Civil Damage / Liability	EUR	Commercial Value/unlimited	13-12-2016
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-03-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-05-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-06-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-06-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-06-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-06-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	01-11-2017
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	22-12-2016
Hortifrut España Southern Sun, S.L.	Spain	Vehicles	Van - Civil Damage / Liability	EUR	Commercial Value/unlimited	27-10-2017
Hortifrut España Southern Sun, S.L.	Spain	Installations	Installations	EUR	350,000 per event	29-10-2017
Hortifrut España Southern Sun, S.L.	Spain	Travel	Travel	EUR	90,000	01-06-2017

\* Date format dd-mm-yyyy

BENEFICIARY COMPANY	COUNTRY	TYPE OF INSURANCE	TOPIC	CURRENCY	COVERED AMOUNT	VALIDITY*
Hortifrut España Southern Sun, S.L.	Spain	Workers Compensation Insurance	Fixed Personnel	EUR	As per norm	10-11-2017
Hortifrut España Southern Sun, S.L.	Spain	Goods	Goods	EUR	50,000 per event	12-05-2017
Hortifrut España Southern Sun, S.L.	Spain	Civil Liability	Civil Liability	EUR	3,000,000	01-07-2017
Euroberry Marketing S.A.	Spain	Civil Liability	Civil Liability	EUR	3,500,000	02-09-2017
Euroberry Marketing S.A.	Spain	Credit Insurance	Sales to customers	EUR	90% unpaid	01-01-2018
HFE Berries Perú S.A.C.	Peru	Fire	Building, Machinery and Installations, Content	PEN	618,320	24-02-2017
HFE Berries Perú S.A.C.	Peru	Vehicles	Tractor - Civil Damage / Liability	USD	122,500	14-04-2017
HFE Berries Perú S.A.C.	Peru	Vehicles	Tractor - Civil Damage / Liability	USD	109,620	15-08-2017
HFE Berries Perú S.A.C.	Peru	Vehicles	Van - Civil Damage / Liability	USD	29,700	12-08-2017

# WAGE GAP

The following table indicates the remuneration percentage of women in relation to men in the same professional position level, using the existing staff as of December 31, 2016:

LEVELS	PROFESSIONAL POSITIONS	% REMUNERATION OF WOMEN COMPARED TO MEN
Level 1	Chairman	0%
Level 2	Senior Executives	0%
Level 3	First Line Executives	63%
Level 4	Second Line Executives	68%
Level 5	Management and Vice Management	93%
Level 6	Administration and Corporate Chiefs	106%
Level 7	First Line Chiefs	100%
Level 8	Functional Chiefs	98%
Level 9	Support Professionals	95%
Level 10	Operational Chiefs	101%
Level 11	Professional Positions	89%
Level 12	Coordinators	127%
Level 13	Person in Charge of Area	95%
Level 14	Analysts	81%
Level 15	Supervisors	0%
Level 16	Assistants	108%
Level 17	Person in Charge of Field	103%
Level 18	Administrative	131%
Level 19	Plant Operators	85%
Level 20	Agricultural Operators	100%
TOTAL		82%

\* Date format dd-mm-yyyy

When the percentage corresponds to 100%, it indicates that there is no wage gap or difference in remuneration per gender. Likewise, when the percentage surpasses this value, it indicates that women's remunerations are higher than men's, while below 100% indicates that women's remuneration is lower. Additionally, when the percentage is 0%, it means that there are no women working at that level.

The 82% general total means that at Hortifrut there is a global wage gap of 18%, which is 1% higher than the previous year. 9 levels were identified where men surpass women, decreasing the number of levels with differences compared to last year. In relation to women, they surpass men on 6 levels, decreasing 4 levels compared to the previous year.

The same as during 2015, the observed gaps are mainly explained by years of service, educational level and the diversity of responsibilities that exist within each level. These responsibilities, depending on the area where each person works, will depend on, among other factors, the number of hectares they are in charge of, volumes of fruit to be packed, administration of money, work teams under their charge and access to the Company's strategic information.

## RISK FACTORS

### 1. SIGNIFICANT INCREASE IN OFFER

In the case of very significant increases in the planted hectares, a scenario of over-demand of berries could be generated, which could lead to a fall in prices. Nevertheless, this phenomenon would only affect Hortifrut if it takes place in the windows of the year that the Company operates. Furthermore, in the main markets where Hortifrut operates, we can still observe a great growth potential in the demand for Berries. There is a large potential for growth in the Berries market due to a combination of (i) a product with very positive effects on health; (ii) the growing importance of the search for healthy food on behalf of consumers and (iii) a still relatively low consumption of Berries per capita.

### 2. CLIMATIC RISKS

Climate is an external factor which is difficult to control, which can affect quality, quantity and cause variations in the availability of fruit during the year. Even though it is difficult to control, this risk can be mitigated with an appropriate geographic diversification, correct management, and especially adequate development in genetics which allows to face rough changes in climate. The Company administers this risk by creating export companies and obtaining fruit from different producers in Chile and the rest of the world, investing in agriculture in different countries and in each country in different zones, building deep wells to assure the availability of water in the fields that require it and creating control systems to control frost and hail. The functional diversification of Hortifrut's business must also be noted, where most of the results are not generated in the agricultural companies, but in the export and commercialization services.

Due to the recent floods which occurred in Peru, we inform that the plantations owned by Hortifrut Tal S.A.C. and de HFE Berries Perú S.A.C. have not suffered damages until the closing of the current Financial Statements.

Nevertheless, the investment projects in infrastructure which are being developed in that country (Packing) could suffer delays in their execution.

### 3. PLAGUES AND DISEASE

It is unavoidable for a large surface of any crop to be affected by some incidence of plagues and/or disease. Therefore, efficient control of these is as necessary as

fertilizing or watering. Risk associated with plagues or disease impact on the quality, performance or, in some cases, the application of quarantines in specific productive zones on behalf of the phytosanitary authorities of the countries where the fruit is destined.

In 2013, the United States applied quarantine to some regions in Chile due to the detection of the Lobesia Botrana moth. These quarantines can generally be lifted immediately through fumigation of the fruit or, in the medium term, working with the authorities on preventive measures to control the plague which prove contention or eradication, ending up in the lifting of the quarantine. Other solution measures are to destine the fruit in quarantine zones to markets that have different phytosanitary restrictions.

Nevertheless, through a good control (search and monitoring) an outbreak of plagues or disease can be detected on time, allowing to eliminate the problem before it causes greater damage. Nowadays there are many and good alternatives for the control of plagues and disease, both in organic and conventional production and in Chile as well as Mexico and Spain. It must be stated that, in the case of Chile, the Agricultural and Livestock Service (SAG) of Chile is recognized due to its high efficiency in the exclusion of new pathogens and anthropods in the country, which is a great benefit for the agricultural sector in general and specifically for berries. The aforementioned, combined with the physical frontiers (the Andes Mountains, the desert and the Pacific Ocean) provide a privileged surrounding for the harvesting of berries, superior to that of our neighbors in South America.

### 4. FOOD-SAFETY

As in all foods, there is always the risk of a "recall" in the industry (term employed in case a product is removed from the market if there is a suspicion or a certainty that it violates the valid food laws or that the quality standards established by the company for said market are transgressed) which could considerably affect the Company's results. Until now Hortifrut has never had a problem in this aspect, nevertheless, this does not assure that it won't occur in the future. The Company guarantees the quality and sanity of the exported berries, by investing in technology, specifically traceability systems, working

with a rigorous quality assurance and food safety program which applies during all the phases of the productive process (pre-harvest, harvest and post-harvest), which allows to circumscribe the eventual problem to a lower volume, not affecting the complete production.

#### **5. GENETIC DEVELOPMENT OF THE COMPETITION**

The lack of modern varieties of plants could affect the competitiveness of the business, both agricultural and export and trade. Hortifrut currently counts with Varietal Development Programs, maintaining in Chile and overseas strategic alliances with universities and companies, as well as establishing agreements with the main nurseries in the world, guaranteeing Hortifrut access to a large spectrum of modern and attractive plant varieties.

#### **6. EXCHANGE RATE**

The international character of its business and the operations in different countries, expose Hortifrut to risks due to exchange rate fluctuations. The Company's costs in Chile are mainly denominated in Chilean pesos, while income is mainly in United States dollars and Euros.

#### **7. INTENSIFICATION OF THE COMPETITION**

The Company also faces the risk of an eventual intensification of competition or the appearance of new actors in the berries market. To face these risks, the Company concentrates its efforts on actions aimed at maintaining its leadership in costs, maintaining a strong distribution chain, constantly improving the offer of products and obtaining brand acknowledgment, among others. Likewise, Hortifrut has privileged an international expansion through strategic alliances both in the productive and commercial area, which allows it to better face competition and be able to supply its customers with fresh berries every day of the year.

#### **8. INTERNATIONAL EXPANSION**

As an international diversified company, Hortifrut can be affected by the economic, financial, political or cultural events or others that take place in the different countries where their subsidiaries are located. The entrance into a new country requires a good understanding of the particularities of each one and of the preferences of its consumers. In this aspect, the Company counts with a

Board with a vast experience both in the international scope and in the fruit market, and has always looked for the best partners in each country to start a new incursion.

#### **9. CONTINUITY AND SUPPLY AND SERVICES COSTS**

The development of Hortifrut's business involves a complex logistic where the opportune supply of quality and supply costs and services are fundamental to maintain competitiveness. Regarding electrical energy, Hortifrut's process plants count with generators that allow to assure the continuity of the operation in front of supply cuts. Also, all the plants have contingency plans to face restrictive supply scenarios and/or higher costs at Hortifrut's plants.





# DECLARATION OF RESPONSIBILITY

The Directors and General Manager of Hortifrut S.A., detailed below, under oath declare themselves responsible regarding the veracity of all the information incorporated in the current Financial Statement, which they subscribe<sup>12</sup>.



**Víctor Moller Schiavetti**  
Chairman  
4.435.579-5



**Andrés Solari Urquieta**  
Vice-chairman  
8.667.254-5



**Ignacio de Río Goudie**  
Director  
6.921.717-6



**Víctor Edmundo Moller Opazo**  
Director  
10.668.361-1



**Germán Novión Verdugo**  
Director  
6.379.404-K



**Francisco Condon Schiavetti**  
Director  
3.184.816-4



**Alfonso Andrés Swett Opazo**  
Director  
7.016.281-4



**Marco Comparini Fontecilla**  
Director  
7.731.109-2



**M. Verónica Morales Mena**  
Independent Director  
6.980.834-4



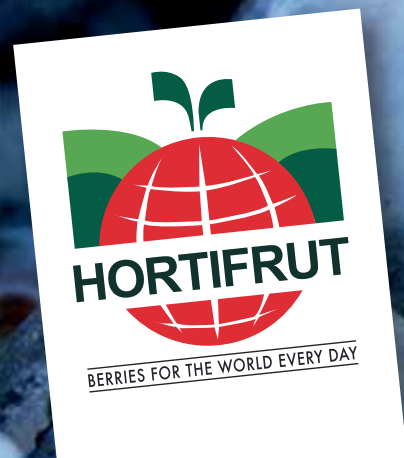
**Juan Ignacio Allende Connelly**  
General Manager  
6.196.483-5

<sup>12</sup> The current Declaration of Responsibility has been subscribed by the Directors and the General Manager, as per what is stated in General Character Standard N°283, whose signatures feature in the copies that have been sent to the Superintendencia de Valores y Seguros, thereby complying with the requirement contained in Section II literal C.16) of General Character Standard N°30.













Corporate Name: Hortifrut S.A.  
Type of entity: Publicly traded company  
Legal residence and address: Av. Del Cóndor N°600,  
4th floor, Huechuraba, Santiago  
Telephone: +56 2 24792610  
Fax: +56 2 24792679  
Web page: [www.hortifrut.com](http://www.hortifrut.com)  
RUT: 96.896.990-0  
Duration of the company: Indefinite  
Inscription number Securities Registry: 1.096

[www.hortifrut.com](http://www.hortifrut.com)  [hortifrut\\_berries](https://www.instagram.com/hortifrut_berries)  [hortifrut](https://www.facebook.com/hortifrut)

