## Agenda

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</table>
| 1. | THE COMPANY  
A global leading player |
| 2. | THE INDUSTRY  
A “berry” attractive industry |
| 3. | FINANCIALS  
Sustained growth and solid financial position |
| 4. | COVID-19 SITUATION |
| 5. | APPENDIX |
Hortifrut at a Glance
A global leading player

1. COMPANY OVERVIEW.

- Hortifrut is a company dedicated to the varieties development, growing, supply, and marketing of berries worldwide, vertically integrated from genetics to the end customer.
- It is the #1 company in sales of blueberries worldwide and #2 in sales of berries.
- Serves +35 countries through commercial platforms and strategic alliances, allowing it to deliver “berries for the world, every day.”
- Listed in the Santiago Stock Exchange (HF CI Equity) since 2012 and has a market capitalization of ~US$888.4 mn\(^1\).

2. BUSINESSES.

- **Genetics**: 52\(^{(3)}\) licenses of blueberries, raspberries and blackberries varieties.
- **Growing**: ~4.7 k planted has ~4.0 k productive has.
- **Serv./Exports**: From 8 countries Serves +35 countries, 365 days of the year.
- **Distribution**: 30 distribution centers around the world 20-25% market share in distribution of blueberries.

3. GEOGRAPHICAL DIVERSIFICATION IN GROWTH & MARKETING.

- **Revenue Breakdown\(^{(2)}\)**
  - Blueberries: 11% US$568 mn
  - Blackberries: 29%
  - Raspberries: 7%
  - Strawberries: 52%
  - Cherries: 9%

4. EBITDA BREAKDOWN PER BUSINESS.

- S19/20
  - Genetics: 21%
  - Growing: 65%
  - Serv./Exports: 5%
  - Distribution: 9%

\(^{(1)}\) Information as of March 30, 2021 \(^{(2)}\) For the period from Jul19-Jun20
\(^{(3)}\) Varieties developed internally and licensed from third parties.
Worldwide Presence
Allows to mitigate business risks

EE.UU:
- 76 planted has (org. blueberry)
- 76 productive has

Mexico:
- 830 planted has (conv. And org. blueberry, raspberry & blackberry)
- 351 productive has

Peru:
- 2,168 planted has (conv. and org. blueberry)
- 2,165 productive has

Chile:
- 1,102 planted has (conv. & org. blueberry, cherries and others)
- 997 productive has

Spain:
- 94 planted has (conv. blueberry)
- 94 productive has

Morocco(1):
- 26 planted has (raspberry)
- 26 productive has

Brazil:
- 34 planted has (raspberry, blackberry & strawberry)
- 21 productive has

Argentina(1):
- 77 planted has (conv. blueberry)
- 77 productive has

China:
- 500 has project (conv. blueberry)
- 269 planted has
- 205 productive has

Note: The hectares planted do not include the area of third-party producers
(1) JV: 50% owned by Hortifrut and managed by partners
In January 2021, Hortifrut and AeroFarms, leader in vertical farming in controlled environments, signed an agreement to jointly make research and develop in the farms of blueberries and other berries in fully controlled environments and vertical farms.
Vertically Integrated Business Model: From Genetics to Final Consumer

52(1) Genetic Varieties

+4.7k Planted Has Worldwide(2)

8 Exporting countries

HAS
- Owned: 3,444
- Partnership(3): 1,232

8(1)

“HORTIFRUT connects the best growers with the best customers by supplying the best fruit for its worldwide consumers, creating a virtuous circle that grows based on innovation, better genetics, sustainability and digitalization of its processes.

(1) Varieties developed internally and licensed from third parties
(2): Doesn’t include third parties’ plantations
(3): HF owns 47% in average
### Year Round Supply

Hortifrut’s production windows per product allows counter-season supply

<table>
<thead>
<tr>
<th>Product</th>
<th>JAN</th>
<th>FEB</th>
<th>MAR</th>
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<th>SEP</th>
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<td><strong>Blueberries</strong></td>
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Includes organic production
Hortifrut's Genetic Development

- Hortifrut owns two genetic focused companies:
  - Hortifrut North America, focused in developing new varieties of blueberries, raspberries and blackberries
  - Berry Blue, focused in developing new varieties of blueberries

52 Licensed & Proprietary Varieties

Rationale behind Genetic Development

Producers’ Objectives

- Improve yields
- Extend fruit’s shelf life
- Hit the right windows
- Good appearance fruit
- Good taste
- Good texture & size

Consumers’ Needs

- 52 Licensed & Proprietary Varieties

- Rocío
- Centennial
- Madeleine

- Genetics: Constant Innovation to Create New Varieties
- Rocío
- Centennial
- Madeleine

- Rationale behind Genetic Development
- Producers’ Objectives
- Consumers’ Needs

- Hortifrut owns two genetic focused companies:
  - Hortifrut North America, focused in developing new varieties of blueberries, raspberries and blackberries
  - Berry Blue, focused in developing new varieties of blueberries
Developing Genetics and Commercial Services Business

**Bfruit Alliance**
- Through our alliance signed with Bfruit during 2019, we expect to increase the commercialized volume of raspberries in ~1,300 tons during 20/21 season.
- During 19/20 season Hortifrut’s commercial platforms commercialized 225 tons of raspberries from this alliance.

**License of own varieties in Peru**
- Now a days, there are 668 hectares from third parties planted with own blueberries varieties in Peru.
- During 20/21 season, in their first harvest, this surface will add ~1,500 tons to the volume commercialized through our commercial platforms around the world.
- In mature, this surface will add ~14,000 tons to our commercial platforms.

**Genetics Business Growth**

**EBITDA Breakdown**

- **Growing**: 20% (S18/S19), 10% (S19/S20), 4% (2S 2020)
- **Serv./Exports**: 1% (S18/S19), 9% (S19/S20), 6% (2S 2020)
- **Distribution**: 21% (S18/S19), 65% (S19/S20), 12% (2S 2020)
- **Genetics**: 5% (S18/S19), 78% (S19/S20), 6% (2S 2020)
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## Consumption Rate

1. **2018 US PER CAPITA CONSUMPTION. (10 year CAGR).**

<table>
<thead>
<tr>
<th>Fruit</th>
<th>CAGR (%)</th>
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<tbody>
<tr>
<td>Raspberries</td>
<td>9,0%</td>
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<tr>
<td>Lemons</td>
<td>8,7%</td>
</tr>
<tr>
<td>Avocados</td>
<td>7,7%</td>
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<tr>
<td>Tangerines</td>
<td>6,7%</td>
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<tr>
<td>Limes</td>
<td>5,0%</td>
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<tr>
<td>Pineapples</td>
<td>4,4%</td>
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<tr>
<td>Mangoes</td>
<td>4,2%</td>
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<tr>
<td>Kiwifruit</td>
<td>3,2%</td>
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<tr>
<td>Papayas</td>
<td>2,6%</td>
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<tr>
<td>Bananas</td>
<td>1,2%</td>
</tr>
<tr>
<td>Strawberries</td>
<td>0,8%</td>
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<tr>
<td>Apples</td>
<td>0,5%</td>
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</tbody>
</table>

2. **2018 US PER CAPITA CONSUMPTION. (Kg/year).**

<table>
<thead>
<tr>
<th>Fruit</th>
<th>Consumption (Kg/year)</th>
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<tbody>
<tr>
<td>Bananas</td>
<td>12,9</td>
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<tr>
<td>Apples</td>
<td>7,7</td>
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<tr>
<td>Strawberries</td>
<td>3,8</td>
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<td>Oranges</td>
<td>3,6</td>
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<tr>
<td>Avocados</td>
<td>3,4</td>
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<tr>
<td>Pineapples</td>
<td>3,4</td>
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<td>Grapes</td>
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<td>2,5</td>
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<tr>
<td>Lemons</td>
<td>1,8</td>
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<td>Limes</td>
<td>1,7</td>
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<td>Mangoes</td>
<td>1,4</td>
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<td>Pears</td>
<td>1,3</td>
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<tr>
<td>Peaches and nectarines</td>
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</table>

*In the last 10 years, blueberries consumption per capita in the US has tripled.*

Source: USDA
Why is this happening?

Highest antioxidants levels, becoming the most important market in terms of value in the US

Source: U.S. Department of Agriculture and Journal of American Chemical Society

(1) ORAC: Oxygen radical absorbance capacity - mmol trolox equiv/100gr
Strong Demand Growth & Resilient Prices

1. BLUEBERRIES - CONSUMPTION & PRICE TRENDS.

Source: U.S. Department of Agriculture, UN Comtrade

(1): Volume CAGR between 2008 and 2019

2. RASPBERRIES - CONSUMPTION & PRICE TRENDS.

3. STRAWBERRIES - CONSUMPTION & PRICE TRENDS.

4. BLACKBERRIES - CONSUMPTION & PRICE TRENDS.

Source: U.S. Department of Agriculture, UN Comtrade

(1): Volume CAGR between 2008 and 2019
Blueberries Consumption Cycle

Room for supply during high price windows

1. 2020 US BLUEBERRIES CONSUMPTION CYCLE. (volume/price).

![Graph showing volume and price trends over weeks]


![Graph showing imports by origin over weeks]

Maximum weekly demand 12k tons

Source: USDA
Opportunities to Penetrate New Markets

1. **2018 BLUEBERRY CONSUMPTION FOR SELECTED COUNTRIES. (grams/year)**(1).

   - Canada: 1,080 tons
   - US: 791 tons
   - Netherlands: 691 tons
   - UK: 655 tons
   - Germany: 357 tons
   - Mexico: 98 tons
   - China: 7 tons

2. **ATTRACTIVE & UNDEREXPLOITED COUNTRIES.**

3. **EUROPE BERRIES IMPORTS IN 2019.**

   - Germany: 29%
   - United Kingdom: 18%
   - Netherlands: 14%
   - France: 13%
   - Italy: 7%
   - Belgium: 6%
   - Austria: 4%
   - Switzerland: 3%
   - Norway: 2%

   **831k tons**

4. **EMERGING MARKETS BERRIES IMPORTS IN 2019.**

   - Hong Kong: 38%
   - China: 37%
   - Singapore: 14%
   - Japan: 13%
   - South Korea: 11%
   - Others: 9%

   **60k tons**

Source: The Company, UN Comtrade
(1) USDA, Trademap, Factfish
Agenda

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   A “berry” attractive industry

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   Sustained growth and solid financial position

4. **COVID-19 SITUATION**

5. **APPENDIX**
Sustained Revenue Growth & Healthy Balance Sheet

1. REVENUE. (US$ mn)

2. EBITDA & EBITDA MG. (US$ mn & %)

3. NET INCOME & NET MARGIN. (US$ mn & %)

Includes US$44.5 mn for HFTaI value adjustment

4. PROFIT OF THE PARENT & NET MARGIN. (US$ mn & %)

Note: Figures as of December 2020
(1) Figures LTM December 2020
Solid Financial Position Throughout its History

- Investments for ~US$84 mm in S19/20 will allow an increase in EBITDA in future seasons.
  - Investments focused on Mexico and China, where it is expected to be able to achieve production in regime in S25/26.
- Operational results begin to reflect the benefit of investments made, which allows obtaining higher slack in financial indicators.
- Successful capital increase of US$133 mm in 2019 → 85% of shareholders subscribe to the issue of shares (use of funds in investments and payment of debt).

2. EBITDA / NET FINANCIAL EXPENSES. (X)

Covenant Jun > 4.0x

3. NET FINANCIAL DEBT / TOTAL EQUITY. (x)

Covenant Jun < 1.0x
Debt Structure

1. FINANCIAL DEBT BY TYPE.

- Bank Loans
- Bonds
- PAEs
- Operating Leases
- Financial Leasings
- Others

US$561 mn

17% 9% 12% 1% 1%

2. FINANCIAL DEBT BY CURRENCY.

- USD
- Euros
- Others

US$561 mn

15% 4% 81%

3. AVAILABLE CREDIT LINES.

- Used
- Unused

US$233 mn

31% 69%

4. AMORTIZATION PROFILE. (US$ mn)

Maturity profile as of December 2020:

- Deuda s/PAEs
- PAEs

5. CREDIT RATINGS.

- A+
  - Classification ratified in July 2020
- A
  - Classification ratified in February 2021

On August 25 ‘20, Hortifrut signed, with local and international banks, a Syndicated Loan and a Bilateral Loan for a total of US$101 mn (5-year term and 2-year grace period). The funds were used to prepay short debt.
## Agenda

| 1.  | THE COMPANY         | A global leading player |
| 2.  | THE INDUSTRY        | A “berry” attractive industry |
| 3.  | FINANCIALS          | Sustained growth and solid financial position |
| 4.  | COVID-19 SITUATION  |                         |
| 5.  | APPENDIX            |                         |
Hortifrut has taken actions in order to protect the health of its workers and collaborators, adopting the home office modality.

For the workers, whose work is essential to be carried out in person, all the recommendations and measures established by the government authorities have been taken.

To ensure the continuity of operations, measures have been taken to ensure the provision of supplies necessary for the proper functioning of all our fields.

The fields where the company is harvesting are China, Mexico and Spain, whose operations are nearing the end of the season and due to the harvest season, have not been greatly affected to date.
## General Actions

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td><strong>Covid 19 protocols for fields and plants</strong></td>
<td>• Temperature, distance, sanitation, masks, water carriers, capacity of buses, dining rooms and drills</td>
</tr>
<tr>
<td><strong>Covid Risk Matrix</strong></td>
<td>• Creation and weekly management by subsidiary with preventive and corrective plans, costs by area, Covid budget, scenarios, among others.</td>
</tr>
<tr>
<td><strong>Behaviour</strong></td>
<td>• Communication Campaigns for Fixed and Temporary Collaborators. Podcast, trainings, daily talks, constitution of the covid brigade, information gathering and levels of well-being through surveys.</td>
</tr>
<tr>
<td><strong>Traceability</strong></td>
<td>• Application of random rapid tests and suspicious cases in Peru, creation of a traceability system through photocheck.</td>
</tr>
<tr>
<td><strong>Labor Law</strong></td>
<td>• Application of existing labor laws in each country (Contract Annexes, quarantines, management of new processes, controls and protocols, among others).</td>
</tr>
<tr>
<td><strong>Mental Health</strong></td>
<td>• PAZ Project. 24/7 Psychological Support for workers and their families. Talks, Help Line and Capsules for stress and anxiety management. Active breaks and Teleworking Guidelines.</td>
</tr>
<tr>
<td><strong>CSR</strong></td>
<td>• Donations of Food boxes, Health Kits to Clinics, Sanitation Teams and support to communities.</td>
</tr>
</tbody>
</table>
Main Takeaways

1. Vertically integrated global platform that operates through strategic alliances in countries with solid macroeconomic fundamentals

2. Global leadership: #1 in blueberries and #2 in berries, worldwide. Best suited to capture positive trends in this fast-growing industry

3. Long term sustainable business model

4. Highly profitable company with a solid and conservative financial position

5. The Company is following the main trends worldwide: online sales, vertical farming, digitalization and data analytics
<table>
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Trends and Future Developments
Of the industry and Hortifrut

1. PRODUCE ONLINE SALES.

- Online sales of Hortifrut berries are growing exponentially.

2. VERTICAL FARMING.

- Hortifrut has started exploring options of vertical farming and is including this approach in its genetic development programs.

3. DIGITALIZATION.

- Hortifrut is improving its decision-making by using real-time information by implementing several dashboards of the main drivers of the business.

- The Company is implementing SAP IBP to have better allocation of fruit based on margin optimization.

4. DATA ANALYTICS.

- Hortifrut is working in maximizing value through the use of advanced Predictive models.

LEVERAGING DATA SOURCES USING APPLIED MACHINE LEARNING

maximize economic value by allocating the right fruit to the right customer
Sustainability

Hortifrut’s Purpose, Vision and Mission

**Purpose**

“Touching and enlightening the life of people by delivering the most wonderful and healthy berries, through its team and partnerships around the world, caring about the environment and the community”

**Vision**

To be the world leader within the Berry category

**Mission**

“Berries for the world everyday”

B Corp Certification

- Awarded in 2018 to Hortifrut Chile S.A. (Subsidiary of HFSA)
- **Largest Company in Chile with a B Corporation Certificate**
- Recognition for Hortifrut’s good practices in its Corporate Governance and Transparency Policy, as well as its relationship with collaborators, communities and the environment
- In the long term, Hortifrut plans to certify all of its subsidiaries to boost its positive impact in the world
Disclaimer

This presentation may contain projections, which constitute statements other than historical facts or current conditions, and include, without limitation, the current vision and estimate of future circumstances, conditions of the industry, the market and performance of Hortifrut S.A. and / or its subsidiaries and associates (hereinafter, the "Company" or "Hortifrut"). Some of the projections can be identified by the use of the following terms, not restrictive: "could", "should", "anticipates", "believes", "estimates", "expects", "plans", "pretends", "Project" and any other similar expression. Examples of projections are, among others, the statements regarding future market shares, projected future competitive strengths, the implementation of relevant operational and financial strategies, the direction of future operations, and the factors or trends that affect financial conditions, liquidity or operational results. These statements reflect the current vision and estimation of the Company's Management and are subject to various risks and contingencies. There is no certainty that the expected events, trends or results will actually occur. These statements are formulated on the basis of the interpretation of numerous assumptions and factors, including general conditions of the economy and the market, industry conditions and operational factors. Any change in the referred assumptions or factors could cause the current results of Hortifrut and the projected actions of the company to differ substantially from the present expectations. It is expressly stated that this document has a purely informative purpose, not having or claiming to have any legal scope in its content. Likewise, none of the information contained in this document has the intention or purpose of being an investment recommendation, legal or of any other nature.
CORPORATE PRESENTATION

Berries to the world “eberry” day

April 2021