

# 2020

## ANNUAL REPORT



Certified



Corporation  
Hortifrut Chile

“Although this year we have felt lost,  
powerless and helpless, **we will always  
have a new day to start over and create  
something wonderful**”.



“Hope is, to be able to see that there  
is light despite all the darkness”.

Desmond Tutu.



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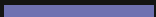
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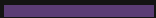
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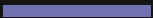
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# CHAIRMAN'S LETTER

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Dear Shareholders and Collaborators,

The year 2020 has been, without a doubt, one of the most complex years we have faced as humanity. Despite technological advances and the progress experienced in so many areas, we faced a worldwide pandemic with never before seen social, psychological, economic and cultural effects.

Nevertheless, as Hortifrut, when analyzing this period, we only feel admiration and gratitude for each member of our Hortifrut Family, who from every country where we are present, have been able to adapt to the new conditions, to maintain our commitment to supply "Berries for the world every day". It fills me with pride to see how the areas work with a clear focus, adapting to new conditions; working to continue strengthening an organization that we have built over a solid base, to be able to promote healthy growth, where professionalism, trust and management, based on a solid ethical model, allow us to continue walking in a sustainable manner towards the aims that we have set ourselves.

We also admire the great resilience of this wonderful industry where we participate, since, during this period of pandemic, the market and consumers turned with greater interest to our healthy products.

The clearly coordinated and oriented work towards a same objective in the Company's management, plus our strengths which we must continue to boost, such as our trade platforms, service quality, diversified production in America, Europe and Asia, markets and customers diversification, Berries varieties and new permanent genetics, together with the experience of our whole team, have been the key to obtain the excellent results recorded during 2020.

During this period, Hortifrut accomplished the best result in its history, both in sales, EBITDA and profits, with a sales income over US\$689 million, increasing 18% compared to the previous year, reaching a commercialized volume of 83.6 million kilos (+16% compared to 2019). Thereby Hortifrut obtained an EBITDA of US\$175.1 million and Gains attributable to parent company equity holders of US\$54.0 million, recording an increase of 76% and 1,419%, respectively, compared to the previous year. Likewise, the Company's assets reached US\$1.518 billion.

This strongly boosts our desire to continue building and strengthening our presence in global markets. Within this context, during 2020 we have successfully finalized the merger with Alifrut's export frozen food business, creating Vitafoods; it has been a very positive first period of operation and with a great market demand. Vitafoods has already become the leading company in frozen fruit food solutions in Chile, marking the start of a great development that we have planned, to make Vitafoods a global leader in the frozen food category, taking advantage of our differentiating tools, such as vertical integration, genetics, innovation, trade platforms at each market and a brand with over 100 years of history, combined elements which almost none of our competitors have in this business. We only see great opportunities for Vitafoods in the future.



Within the investments scope, in the year 2020 the plantation project was completed in Mexico, incorporating almost 500 hectares of blueberries of superior varieties, 200 hectares of raspberries of our Centennial variety and 25 hectares of blackberries of our Madeleine variety. These varieties have had very good acceptance among our customers, consumers and producers due to their quality, consumption experience and productivity. In addition to the expansion in Mexico, is the growth through third party producers, who have incorporated an important number of productive hectares with Hortifrut varieties. It must be mentioned that this whole surface will have its first production during the 2020/2021 season.

China is showing a unique growth potential, it is a country where we have continued to advance together with our partner Joy Wing Mau (subsidiary of the Legend Group and leader in the distribution of fruits in China), in the establishment of a plantation project that will total 500 planted hectares towards the 2021/2022 season. To date we count with 269 hectares established and in production.

In the Genetics area, this year Hortifrut launched five new varieties into the market: Divine (SH), Medallion and Intrepid Blueberries; Isidora Raspberry; and Midnight Delight Blackberry. The investment and development performed by the Company in this area has had very positive results, allowing to significantly reduce the development time of new varieties, incorporating new breeders to the Company and signing agreements with different producers at a global level to plant our varieties and commercialize said fruit.

Last of all, for several years we have been committed to sustainability, recording outstanding progress during 2020, starting with the installation of solar panels at many fields in Chile, which will allow, during 2021, for 50% of the energy that these use to be renewable. To this we must add the important reduction of plastic in its packaging, as well as the use of recyclable labels, which constitute relevant advances in the search for 100% environmentally friendly packing. Within this scope, it is important to mention the permanent collaboration with all the communities in the world where Hortifrut has its operations, collaboration that has been especially relevant in 2020 due to the COVID-19 pandemic, with participation not only in the care and safety of all of its collaborators, but also that of their families and communities.

I once again take this opportunity to thank the permanent commitment of our producers, collaborators and shareholders. I invite you to continue marking a difference; you are the ones who do this every day. We must be proud!

Thank you very much!



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



# OUR COMPANY

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# COMPANY INFORMATION

HORTIFRUT S.A.  
RUT 96.896.990-0

## MAIN OFFICES

Av. Del Cóndor 600, 4th floor  
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## STOCK MARKET CODE

HF: Bolsa de Comercio de Santiago

## FINANCIAL INFORMATION

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Relations Manager  
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## INDEPENDENT AUDITORS

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Tel: +56 2 26761000

## WEBSITE

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



# PURPOSE

> Touching and enlightening the life of the people of the world by growing the most wonderful and healthy Berries, through a team and partnerships that care about the environment and the community.

# VISION

> To be the world leader in the Berries category.

# MISSION

> Berries for the world, every day.

# BUSINESS MODEL

> HORTIFRUT is a global business platform which connects dedicated Berries producers from both hemispheres, providing the best fruit during the whole year to the world's most important customers and markets, creating a virtuous circle that grows based on innovation, best genetics, sustainability and the digitalization of its processes.

# VALUES



INNOVATION



PASSION AND COMMITMENT



ASSOCIATIVITY



ACCOUNTABILITY



INTEGRITY



**GLOBAL COMPANY**

HORTIFRUT  
TOGETHER WITH ITS  
PARTNERS IS **Nº1 IN  
BLUEBERRY SALES**  
AND Nº2 IN THE  
SALE OF BERRIES  
AT A GLOBAL LEVEL

30 DISTRIBUTION  
CENTERS  
IN THE WORLD

COMMERCIAL PRESENCE IN  
37 COUNTRIES

OVER 500 CUSTOMERS  
IN THE WHOLE WORLD

OVER 400  
BERRIES PRODUCERS  
IN 7 COUNTRIES

MAIN INVESTMENT FOCUS:  
INNOVATION, TECHNOLOGY  
& DIGITALIZATION

STRATEGIC  
ALLIANCES  
IN NORTH AMERICA, EUROPE AND ASIA

COMMITTED WITH  
SUSTAINABILITY:  
ENVIRONMENT, COMMUNITIES, COLLABORATORS  
AND CORPORATE GOVERNANCE



OVER 35 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.

## 1986

First export of Berries from Chile to Europe under its brand Southern Sun.

Berries plantations is expanded to Blackberries, Blueberries, Raspberries and Sarsaparillas.

## 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

## 1995

Export and producer subsidiaries are created in Mexico and Guatemala.

## 1999

Hortifrut Argentina is created.

## 2000

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

## 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 Company Chairman receives the ICARE prize for businessman of the year.

## 2008

Hortifrut becomes the largest organic Blueberry producer in the world.

Marketer of the Year prize (PMA Produce Marketing Association USA).

Opening up of distribution office in Brazil.



## 2011

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

## 2012

Start supplying "Ready to Eat" Blueberries to food-service leaders.

Successful entrance into the stock market, raising over 67 million dollars in capital.

## 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.

## 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.

## 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.

## 2016

Entrance into the North American market as a Berries producer through the Company Munger Hortifrut North America, LLC., in association with Munger Brothers.

## 2017

Entrepreneur of the Year Award for Victor Moller Schiavetti, granted by EY and El Mercurio in Chile, which distinguished him within the EY World Entrepreneur of the Year competition in Monaco.

## 2018

Materialization of the Sale-Purchase and Merger of Grupo Rocío Blueberries Business in Peru, consolidating Hortifrut's leadership position in the Berries global market.

Hortifrut Chile S.A. (subsidiary of Hortifrut S.A.) was certified as a B Corporation, becoming the biggest Chilean company to obtain this important international recognition, linked to Sustainability.

## 2019

Successful inaugural placement of bonds in the local market for UF2,250,000, through the issuance of series A (Vigeo Eiris green and social certification) and B.

Increase in capital destined to financing organic growth in countries that supply the markets of North America, Europe and Asia, obtaining US\$132 million, equal to 85% of the total authorized shares.

Hortifrut establishes a trade alliance with Proplantas, for the exporting of blueberries from Colombia.

## 2020

Agricultural Innovation Prize for Victor Moller Schiavetti, for having contributed to transforming the national agro-forestry and food sector and the economic, productive and technological process in the country.

Hortifrut enters the B-Fruit property, one of the main Berries producer organizations in Portugal, as part of its strategy to strengthen sales in Europe even more.

Hortifrut and Alifrut combine their export frozen fruit and vegetable business at Vitafoods, to satisfy the growing demand of global markets for value added products that are innovative, nutritional, healthy and more convenient.



# GLOBAL BERRIES INDUSTRY



At a global level, the Berries industry is mainly focused on markets with higher fruit consumption. These are North America<sup>1</sup>, Europe and the main emerging markets such as Brazil, Japan, South Korea, China<sup>2</sup>, Mexico and Singapore.

## NORTH AMERICA

North America is the largest market in the Berries<sup>3</sup> industry, market where the total consumption of the four most relevant Berries categories reached 1,535,000 tons in 2020, with a 4.5% compound annual increase during the 2000-2020 period.

Leaving Strawberries aside, which show a more stable growth since they are a variety in mature regime in North America, the rest of the Berries category increased an annual 11.7% in said period.

The North American market satisfies most of its consumption with internal production and imports mainly from Chile, Mexico, Argentina and Peru<sup>4</sup>. In the Northern Hemisphere, internal production is generated in the summer months and most of the imports from the Southern Hemisphere take place in winter. The latter generate price and volume curves which are attractive for a global producer like Hortifrut, who makes good use of the advantages resulting from the falls in volume in the seasons between April and May and between September and November. The following charts show the behavior of the volumes and prices of the four Berries consumed in North America.

In the specific case of Blueberries, their consumption in the last 20 years has increased at a compound annual rate of 11.1%. Prices have experienced a relatively stable behavior in the last few years despite the growth experienced in volume, which shows the strength of demand for this product.

1 North America only includes United States and Canada.

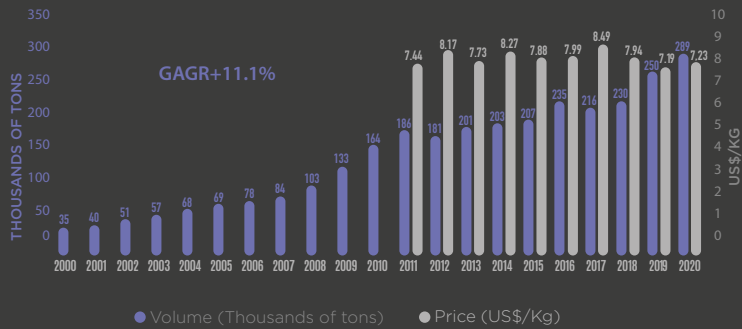
2 Mainly Hong Kong.

3 Blueberries, Strawberries, Raspberries and Blackberries.

4 Hortifrut has export centers in these places.

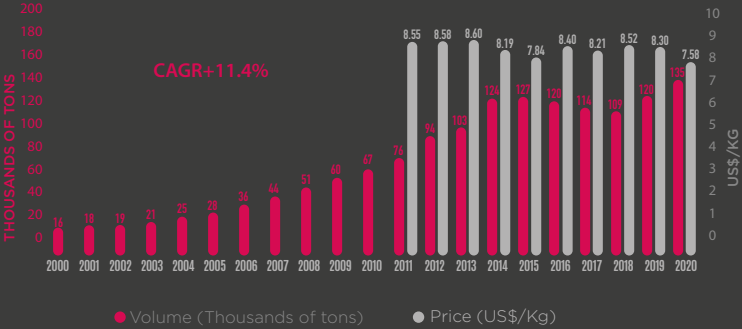


EVOLUTION OF CONSUMPTION AND PRICE OF FRESH BLUEBERRIES IN NORTH AMERICA (THOUSANDS OF TONS)



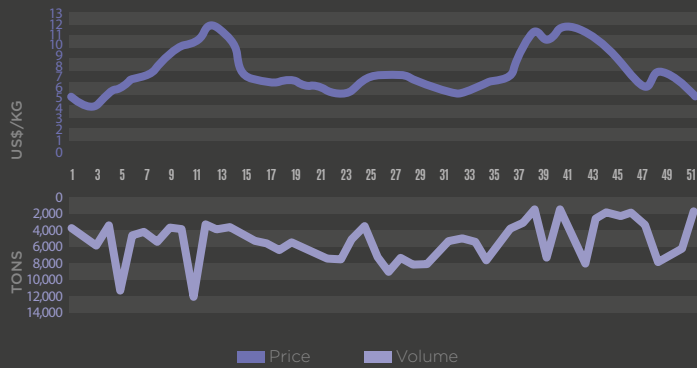
SOURCE: U.S. Department of Agriculture

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



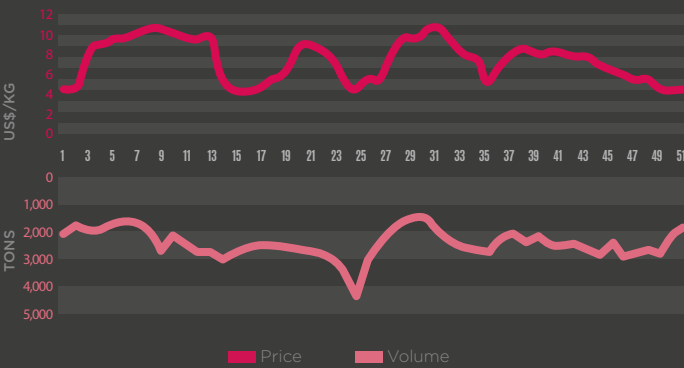
SOURCE: U.S. Department of Agriculture

WEEKLY VOLUME AND PRICE 2020 OF FRESH BLUEBERRIES IN NORTH AMERICA



SOURCE: U.S. Department of Agriculture

WEEKLY VOLUME AND PRICE 2020 OF FRESH RASPBERRIES IN NORTH AMERICA



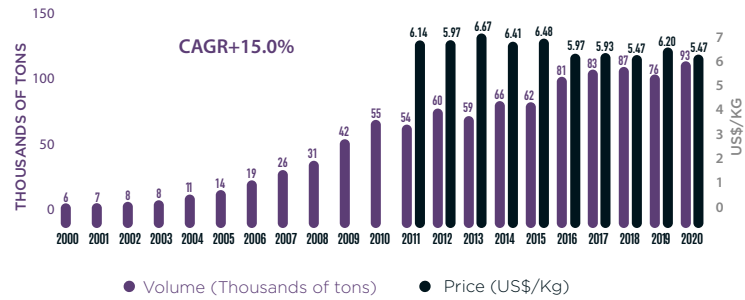
SOURCE: U.S. Department of Agriculture

Raspberries also experienced a strong growth, reaching a compound annual rate of 11.4% in the last 20 years.



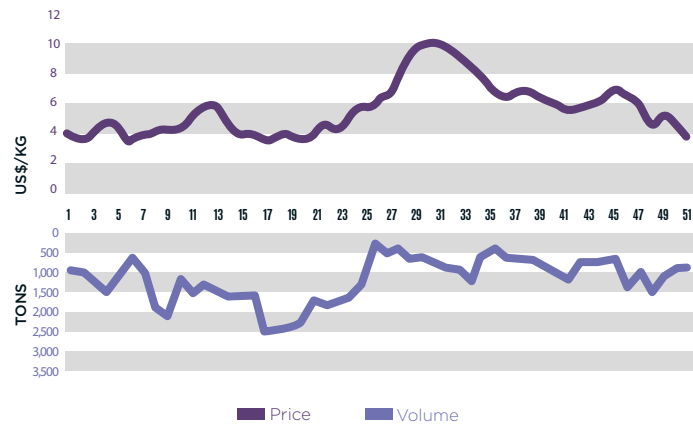
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EVOLUTION OF CONSUMPTION AND PRICE OF FRESH BLACKBERRIES IN NORTH AMERICA (THOUSANDS OF TONS)



SOURCE: U.S. Department of Agriculture

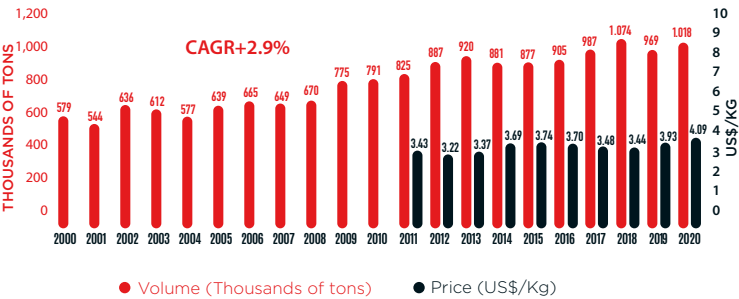
WEEKLY VOLUME AND PRICE 2020 OF FRESH BLACKBERRIES IN NORTH AMERICA



SOURCE: U.S. Department of Agriculture

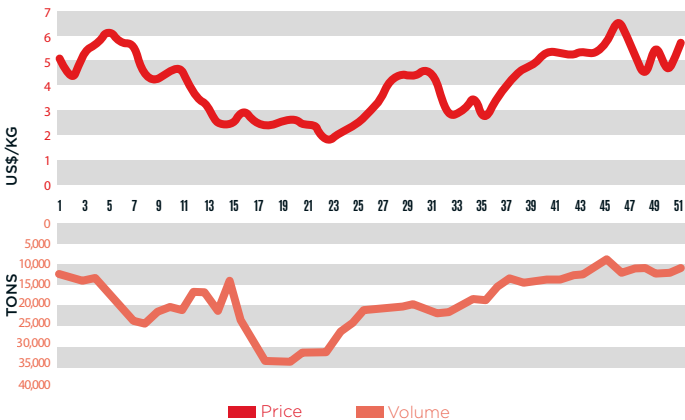
In the case of Blackberries, the compound annual growth of the last 20 years in North America was 15.0%.

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



SOURCE: U.S. Department of Agriculture

WEEKLY VOLUME AND PRICE 2020 OF FRESH STRAWBERRIES IN NORTH AMERICA



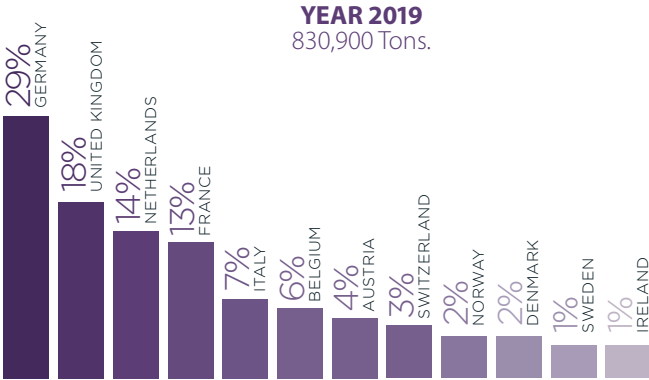
SOURCE: U.S. Department of Agriculture

Last of all, Strawberries experienced a 2.9% growth. Its lower growth compared to the other Berries is because the comparison base is very high, since its volume had already experienced a strong growth in the decade of the 90's, reaching its maturity phase. Its high consumption is explained in part by the easiness of locally producing during the whole year.

EUROPE

In Europe, the consumption of Berries is mainly located in 10 countries, which concentrate most of the total imports: Germany, Austria, Denmark, France, Belgium, Italy, Norway, Netherlands, Switzerland and United Kingdom, which represent more than 97% of the total.

DISTRIBUTION OF IMPORTED VOLUME OF BERRIES BETWEEN THE TOP 13 IMPORTERS IN EUROPE (2019)



SOURCE: UN Comtrade

As per the latest information available, in 2019 the European market imported over 830,899 tons of Berries, with a compound annual growth for the 2002-2019 period of 4.8%<sup>5</sup>. Nevertheless, if we separate Strawberries, the compound annual increase of imports and price was 20.4% and 6.3%, respectively.

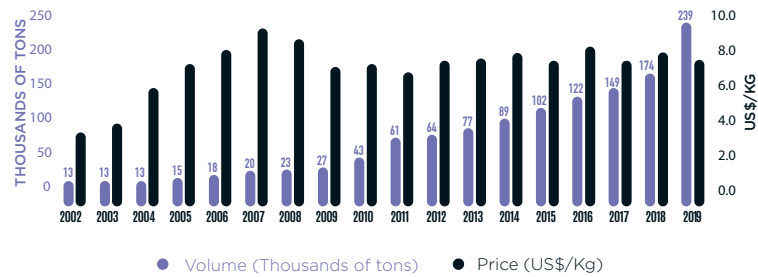
In the specific case of Blueberries, imports in Europe have increased at a compound annual rate of 18.6%, reaching over 238,000 tons<sup>5</sup>. Considering local production, consumption in Europe surpassed 293,000 tons<sup>5</sup>. Also, the price of Blueberries has increased at a compound annual rate of 5.4%.

<sup>5</sup> SOURCE: UN Comtrade





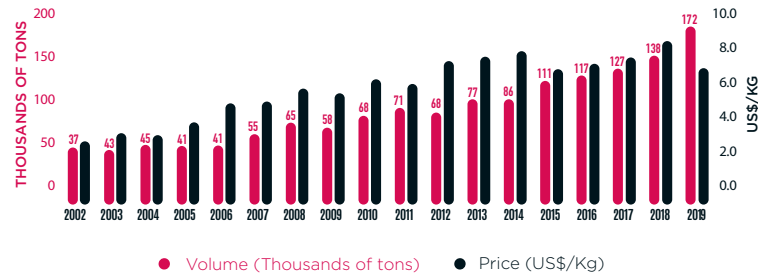
EVOLUTION OF IMPORTS AND PRICES OF FRESH BLUEBERRIES IN EUROPE



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

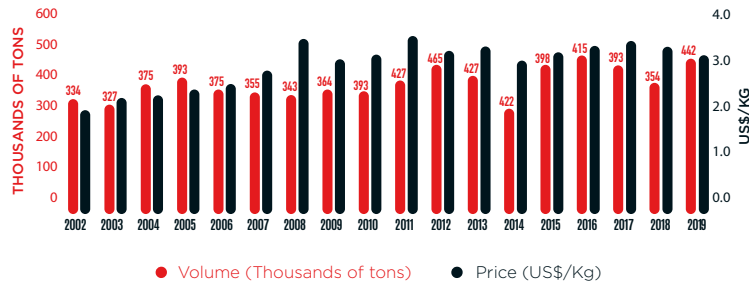
In the last 17 years, the compound annual growth rate of Raspberry production in Europe has been 9.5%, while Strawberry has been 1.7%, with prices growing at compound annual rates of 6.6% and 3.2%, respectively.

EVOLUTION OF IMPORTS AND PRICES OF FRESH RASPBERRIES IN EUROPE



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

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



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

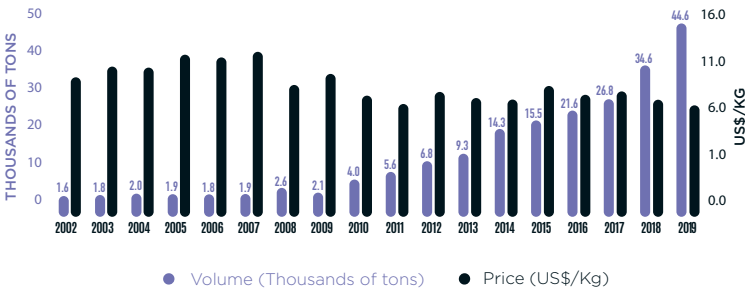
## NEW CONSUMPTION MARKETS

Within these Emerging Markets, the countries that concentrate the highest consumption of Berries are Hong Kong, China, Japan, Singapore, 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 6% of the North American market.

During 2019, these countries imported in total over 60,300 tons of Berries, representing a compound annual growth of 10.8% for the 2002-2019 period. If we also consider the local production which is not exported, implicit consumption in the region was approximately 91,000 tons.

Between 2002 and 2019, the volume of imported fresh Blueberries has grown at a compound annual rate of 21.8%, surpassing 44,500 tons in 2019. If we consider internal production for said year, this amount reaches slightly over 75,000 tons, which represents 26% of consumption in Europe and North America.

### 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.

The volume of fresh Raspberries has grown at a compound annual rate of 9.1% for the same period, reaching almost 2,000 tons. This represents 1.2% of consumption in Europe and 1.5% of consumption in North America. Fresh Strawberries reached a volume of 13,700 tons in 2019, recording a compound annual growth of 2.9% in the 2002-2019 period.

<sup>6</sup> SOURCE: UN Comtrade

# PROPERTY AND CONTROL

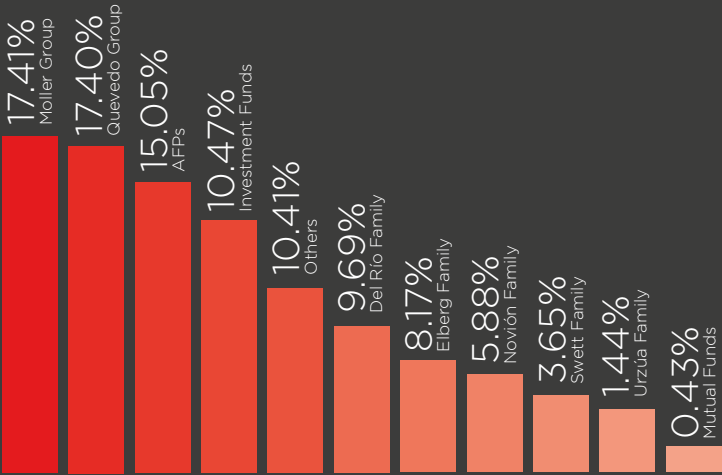


As of December 31, 2020, Hortifrut S.A.'s corporate capital reached ThUS\$472,212 and is distributed in 577,323,671 shares of a single series, all of which are subscribed and paid by its 186 shareholders.

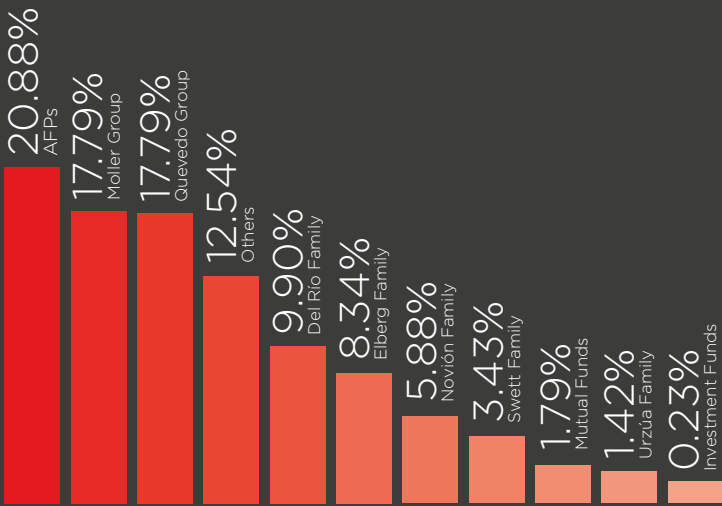
# PROPERTY STRUCTURE



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31 Dic 2019



31 Dic 2020

# 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, 2020:

SHAREHOLDER NAME	RUT/ID	TOTAL	%
Talsa Chile SpA <sup>7</sup>	76.820.643-0	101,658,222	17.61%
Inversiones IMG Ltda.	77.813.860-3	93,495,572	16.19%
Inmobiliaria Algeciras Ltda.	86.907.900-6	48,155,282	8.34%
San José Farms SpA	77.403.750-0	43,794,478	7.59%
Banco de Chile por Cuenta de Terceros no Residentes	97.004.000-5	30,014,442	5.20%
Exportadora San Jose Trading Ltda.	78.304.640-7	13,359,181	2.31%
AFP Habitat S.A. para Fondo Pension C	98.000.100-8	12,519,452	2.17%
Inversiones Costanera Ltda. <sup>8</sup>	86.475.500-3	10,700,000	1.85%
AFP Provida S.A. para Fondo Pension C	76.265.736-8	10,626,145	1.84%
Banco de Chile por Cuenta de Citi NA New York	97.004.000-5	10,380,679	1.80%
AFP Cuprum S.A. para Fondo Pension C	76.240.079-0	10,201,417	1.77%
Comercial EPYSA S.A.	93.682.000-K	9,401,762	1.63%
<b>TOTAL MAIN SHAREHOLDERS</b>		<b>394,306,632</b>	<b>68.30%</b>
Other 174 Shareholders		183,017,039	31.70%
<b>TOTAL SUBSCRIBED AND PAID SHARES</b>		<b>577,323,671</b>	<b>100.00%</b>

# SHAREHOLDERS' AGREEMENT

The Company is jointly controlled by the Moller Group, Vitalberry Group and Quevedo Group through a Shareholders' Agreement, subscribed on July 03, 2018. 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., Exportadora San José Trading Ltda. and Inmobiliaria Algeciras Ltda. The Quevedo Group is formed by Talsa Chile SpA and Inversiones Copemira SpA.

The Agreement covers 296,686,635 of Hortifrut S.A.'s shares, which represent 51.39% of the Company's capital (out of a total of 577,323,671 issued shares), through which they have control of the Company. The agreement establishes that none of the aforementioned groups can reduce their interest in Hortifrut S.A.'s property below 17.13%, interest equal to 98,895,545 shares. The shares that any of the parties have over 17.13% of the Company's share capital are Free Disposal Shares.

As of December 31, 2020, the Moller Group, the Vitalberry Group and the Quevedo Group jointly own 53.82% of the Company's capital, considering the shares in custody.

7 Considers 2,187,623 shares in the custody of Banchile C. de B.

8 Considers 10,700,000 shares in the custody of BTG Pactual C. de B.



SHAREHOLDERS RELATED TO THE MOLLER GROUP

	INVERSIONES IMG LTDA.	SAN JUAN DE VIRQUENCO TRES S.A.	AGRÍCOLA SAN NICOLÁS LTDA.	TOTAL
RUT/ID	77.813.860-3	76.079.263-2	78.464.610-6	
N° OF SHARES	93,495,572	8,196,700	1,037,442	102,729,714
INTEREST	16.19%	1.42%	0.18%	17.79%

PROPERTY STRUCTURE OF THE COMPANIES THAT FORM THE MOLLER GROUP

<b>INVERSIONES IMG LTDA.</b>  33.33152% <b>Inmobiliaria Fran SpA.</b> 77.909.130-9  33.33152% <b>Inversiones Vemos Ltda.</b> 77.878.580-3  33.33152% <b>Inversiones Alberto SpA.</b> 77.891.580-4  0.00544% <b>Inversiones VM Y Cía.</b> 76.087.607-0	<b>SAN JUAN DE VIRQUENCO TRES S.A.</b>  99.97% <b>Inversiones IMG Ltda.</b> 77.813.860-3  0.01% <b>Inmobiliaria Fran SpA.</b> 77.909.130-9  0.01% <b>Inversiones Vemos Ltda.</b> 77.878.580-3  0.01% <b>Inversiones Alberto SpA.</b> 77.891.580-4	<b>AGRÍCOLA SAN NICOLÁS LTDA.</b>  99.975% <b>Inversiones IMG Ltda.</b> 77.813.860-3  0.025% <b>Víctor Moller Schiavetti</b> 4.435.579-5
<b>INVERSIONES VEMOS LTDA.</b>  99.00% <b>Víctor E. Moller Opazo</b> 10.668.361-1  1.00% <b>Antonia Saver Morandé</b> 12.853.530-6	<b>INVERSIONES ALBERTO SpA.</b>  100.00% <b>Alberto Nicolás Moller Opazo</b> 10.668.356-5	<b>INVERSIONES VM Y CÍA.</b>  97.00% <b>Víctor Moller Schiavetti</b> 4.435.579-5  1.00% <b>Francisca Moller Opazo</b> 16.431.369-7  1.00% <b>Víctor E. Moller Opazo</b> 10.668.361-1  1.00% <b>Alberto N. Moller Opazo</b> 10.668.356-5
	<b>INMOBILIARIA FRAN SpA.</b>  100.00% <b>Francisca Moller Opazo</b> 16.431.369-7	

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  |





SHAREHOLDERS RELATED TO THE VITALBERRY GROUP

	INMOBILIARIA ALGECIRAS LTDA.	SAN JOSÉ FARMS S.A.	EXPORTADORA SAN JOSÉ TRADING LTDA.	TOTAL
RUT/ID	86.907.900-6	77.403.750-0	78.304.640-7	
N° OF SHARES	48,155,282	43,794,478	13,359,181	105,308,941
INTEREST	8.34%	7.59%	2.31%	18.24%

PROPERTY STRUCTURE OF THE COMPANIES THAT FORM THE VITALBERRY GROUP

<b>SAN JOSÉ FARMS SpA</b> 100.00% Inversiones Torca Ltda. 79.875.040-2	<b>INVERSIONES ÁLAMOS DEL RÍO S.A.</b> 20.00% Juan Ignacio del Río Álamos 13.829.298-3  20.00% Josefina del Río Álamos 15.384.386-4  20.00% Francisco del Río Álamos 14.120.674-5  20.00% Lucas del Río Álamos 17.090.112-6  20.00% María Alicia del Río Álamos 17.702.965-3	<b>EXPORTADORA SAN JOSÉ TRADING LTDA.</b> 75.00% San José Farms SpA 77.403.750-0  25.00% Claudio Contreras Concha 5.253.501-8
<b>INVERSIONES TORCA LTDA.</b> 82.3553% Inversiones Álamos del Río S.A. 99.557.930-8  15.9067% Ignacio del Río Goudie 6.921.717-6  1.7380% Alicia Álamos Jordán 8.213.284-8		

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

- 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

PROPERTY STRUCTURE OF THE COMPANIES  
THAT FORM THE VITALBERRY GROUP (CONTINUATION)

<b>INMOBILIARIA ALGECIRAS LTDA.</b>
61.11% <b>Algeciras Holding SpA.</b> 76.125.318-2
23.04% <b>Eduardo Elberg Simi</b> 6.038.150-K
11.39% <b>Inv. Algeciras Chile Ltda.</b> 76.611.485-7
4.46% <b>Magda Sheward Mardones</b> 5.447.768-6

<b>ALGECIRAS HOLDING SpA.</b>
25.00% <b>Inversiones Paula Elberg Ltda.</b> 77.255.150-9
25.00% <b>Inversiones Karla Elberg Ltda.</b> 76.269.400-K
25.00% <b>Inv. y Ases. Javiera Elberg Ltda.</b> 76.336.150-0
25.00% <b>Inv. y Ases. Andrés Elberg Ltda.</b> 77.244.190-8

<b>INVERSIONES KARLA ELBERG LTDA.</b>
99,9997% <b>Karla Elberg Sheward</b> 10.009.507-6
0,0003% <b>Magda Sheward Mardones</b> 5.447.768-6

<b>INV. Y ASESORÍAS ANDRÉS ELBERG LTDA.</b>
99.9999% <b>Andrés Elberg Sheward</b> 8.548.412-5
0.0001% <b>Magda Sheward Mardones</b> 5.447.768-6

<b>INVERSIONES ALGECIRAS CHILE LTDA.</b>
99.99% <b>Eduardo Elberg Simi</b> 6.038.150-K
0.01% <b>Magda Sheward Mardones</b> 5.447.768-6

<b>INVERSIONES PAULA ELBERG LTDA.</b>
99.9997% <b>Paula Elberg Sheward</b> 8.806.583-2
0.0003% <b>Magda Sheward Mardones</b> 5.447.768-6

<b>INV. Y ASESORÍAS JAVIERA ELBERG LTDA.</b>
33.3333% <b>Paula Elberg Sheward</b> 8.806.583-2
33.3333% <b>Karla Elberg Sheward</b> 10.009.507-6
33.3333% <b>Andrés Elberg Sheward</b> 8.548.412-5
0.0001% <b>Magda Sheward Mardones</b> 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



SHAREHOLDERS RELATED WITH THE QUEVEDO GROUP

	TALSA CHILE SpA.	INVERSIONES COPERIMA SpA.	TOTAL
RUT/ID	76.820.643-0	76.891.084-7	
N° OF SHARES	101,658,222	1,026,849	102,685,071
INTEREST	17.61%	0.18%	17.79%

PROPERTY STRUCTURE OF THE COMPANIES THAT FORM THE QUEVEDO GROUP

<b>TETRAGLOBAL VENTURES INC. S.A.C.</b>
55.5556% <b>Ulises Quevedo Berastain</b> 09382988 (PER)
22.2222% <b>María del Rocío Quevedo de Portugal</b> 09817446 (PER)
7.4074% <b>Rafael Quevedo Sturla</b> 42742594 (PER)
7.4074% <b>Paula Quevedo Sturla</b> 44846181 (PER)
7.4074% <b>Gabriella Quevedo Sturla</b> 46647057 (PER)

<b>TALSA CHILE SpA.</b>
100.00% <b>Tetraglobal Ventures Inc. S.A.C.</b> 20604478449 (PER)

<b>INVERSIONES COPEMIRA SpA.</b>
93.63% <b>Juan Luis Alemparte Rozas</b> 16.096.002-7
6.37% <b>Constanza Maza Paulsen</b> 16.356.758-K

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

• Ulises Quevedo Berastain	09382988 (PER)
• María del Rocío Quevedo de Portugal	09817446 (PER)
• Rafael Quevedo Sturla	42742594 (PER)
• Paula Quevedo Sturla	44846181 (PER)
• Gabriella Quevedo Sturla	46647057 (PER)
• Juan Luis Alemparte Rozas	16.096.002-7
• Constanza Maza Paulsen	16.356.758-K

MAIN SHAREHOLDERS

Apart from the controllers, there is no natural person or legal entity who on its own or with others with whom it has a joint venture agreement, can designate, at least, one member of Hortifrut’s management, or can own 10% or more of its capital.



# BOARD

AND



ARK

# 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 Directors 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 July 03, 2018, Mr. Ulises Quevedo Berastain was named Director, in replacement of Mr. Francisco Condon Schiavetti, who resigned from the position on June 06, 2018. Also, at Board meeting held on August 07, Mr. Juan Luis Alemparte Rozas was named Director, in replacement of Mr. Alfonso Swett Opazo, who presented his resignation to the position on June 05, 2018.

Due to the aforementioned, at the Ordinary Shareholders' Meeting held on April 30, 2019 a new Board was chosen, naming Messrs. Víctor Moller Schiavetti, Andrés Solari Urquieta, Germán Novion Verdugo, Víctor Moller Opazo, Andrés Carvallo Prieto, Juan Luis Alemparte Rozas and Ulises Ramón Quevedo Berastain. Also, Patricia Sabag Zaruk and Ignacio Guerrero Gutiérrez were named as Independent Directors.

Thereby, the Company's Board, as of December 31, 2020, is made up by Messrs.:

## VÍCTOR MOLLER SCHIAVETTI CHAIRMAN

Businessman with Agricultural studies at Oregon State University. Founder and Chairman of Hortifrut S.A. Director of 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 Grupo Algeciras. Vice Chairman of Banco Internacional and Grupo Patio. Director of Autosummit S.A., Inmobiliaria Alquife S.A.C., Algeciras S.A.C., A3 Property Investments, Mundocrédito S.A. and Vértice SpA.

## ULISES QUEVEDO BERASTAIN DIRECTOR

Industrial Engineer Universidad de Lima, MBA Kellogg School of Management at Northwestern University. Executive Chairman of Grupo Rocío.

## **ANDRÉS CARVALLO PRIETO DIRECTOR**

Agricultural Engineer and Master in Business Administration Universidad Mayor. General Manager of Exportadora BAIKA S.A. and of San José Farms S.A.

## **VÍCTOR MOLLER OPAZO DIRECTOR**

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

## **GERMÁN NOVION VERDUGO DIRECTOR**

Business Administration Pontificia Universidad Católica de Chile, MBA Anderson School at UCLA, Businessman, Organic Agriculturist, Managing partner of family companies.

## **JUAN LUIS ALEMPARTE ROZAS DIRECTOR**

Civil Industrial Engineer Pontificia Universidad Católica de Chile. CEO Grupo Rocío.

## **IGNACIO GUERRERO GUTIÉRREZ INDEPENDENT DIRECTOR**

Business Administration Pontificia Universidad Católica de Chile and MBA Universidad de Harvard. Director of CMB-Prime AGF; Inversiones Aguas Metropolitanas S.A.; Invertec Foods S.A.; Komax S.A. and road and airport infrastructure companies linked to Fondos Prime Infraestructura.

## **PATRICIA SABAG ZARRUK INDEPENDENT DIRECTOR**

Business Administration Pontificia Universidad Católica de Chile. Was Finance Vice Chairman for South America. Del Monte Fresh Produce (Chile) S.A. Currently Director at Canontex Ltda., Italmod and Inmobiliaria Encomenderos (Hotel Double Three Hilton).

## PAYMENT TO BOARD MEMBERS

	DIRECTOR	VÍCTOR MOLLER SCHIAVETTI	ANDRÉS SOLARI URQUIETA	ANDRÉS CARVALLO PRIETO	VÍCTOR MOLLER OPAZO	GERMÁN NOVION VERDUGO
	RUT Appointment Re-Election Cessation	4.435.579-5 30-abr-19 -	8.667.254-5 30-abr-19 -	15.383.173-4 30-abr-19 -	10.668.361-1 30-abr-19 -	6.379.404-K 30-abr-19 -
Year 2020	Allowances and Interest in Profit (ThCLP)	10,911	5,741	6,317	6,317	6,317
	Remuneration (ThCLP) <sup>9</sup>	-	-	-	-	-
	Total (ThCLP)	10,911	5,741	6,317	6,317	6,317
Year 2019	Allowances and Interest in Profit (ThCLP)	38,022	23,483	22,919	20,141	23,207
	Remuneration (ThCLP) <sup>9</sup>	-	-	-	-	-
	Total (ThCLP)	38,022	23,483	22,919	20,141	23,207
	% Interest in the Company's Property	0.0010%	0.0000%	0.0000%	5.8717%	1.9599%

The Board, during 2020, did not incur in consulting expenses.

## ATTENDANCE RATE TO BOARD MEETINGS

Below we present a summary table which shows the percentage of attendance of the Board Members to the Board meetings held during 2020, compared to 2019:

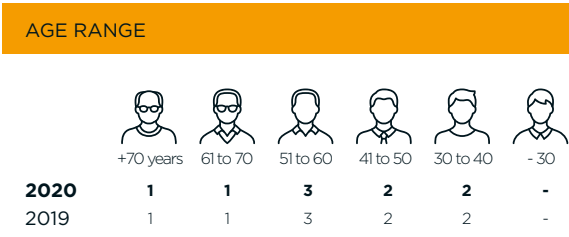
TYPE OF SESSION	YEAR 2020			YEAR 2019		
	POTENTIAL ATTENDANCE	EFFECTIVE ATTENDANCE	ATTENDANCE %	POTENTIAL ATTENDANCE	EFFECTIVE ATTENDANCE	ATTENDANCE %
ORDINARY SESSIONS	108	103	95%	108	90	83%
EXTRAORDINARY SESSIONS	18	17	94%	54	38	70%
<b>TOTAL</b>	<b>126</b>	<b>120</b>	<b>95%</b>	<b>162</b>	<b>128</b>	<b>79%</b>

<sup>9</sup> This amount considers the total of fixed and variable remunerations.



ULISES QUEVEDO BERASTAIN	JUAN LUIS ALEMPARTE ROZAS	IGNACIO GUERRERO GUTIÉRREZ	PATRICIA SABAG ZARRUK	MARCO COMPARINI FONTECILLA	M. VERÓNICA MORALES MENA	FRANCISCO CONDON SCHIAVETTI	ALFONSO SWETT OPAZO	TOTAL
09382988(PER) 30-abr-19 -	16.096.002-7 30-abr-19 -	5.546.791-9 30-abr-19	7.732.779-7 30-abr-19	7.731.109-2 26-abr-17 30-abr-19	6.980.834-4 26-abr-17 30-abr-19	3.184.816-4 26-abr-17 06-jun-18	7.016.281-4 26-abr-17 05-jun-18	
6,031 - 6,031	6,317 - 6,317	5,553 - 5,553	5,553 - 5,553	764 - 764	764 - 764	- - -	- - -	<b>60,587</b> - <b>60,587</b>
12,925 - 12,925	12,898 - 12,898	2,811 - 2,811	3,370 - 3,370	20,672 - 20,672	20,672 - 20,672	9,440 - 9,440	9,440 - 9,440	<b>219,999</b> - <b>219,999</b>
9.7825%	0.1665%	0.0000%	0.0000%	N/A	N/A	N/A	N/A	<b>17.7817%</b>

# BOARD DIVERSITY



# 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.

After choosing the Company's new Board at the Ordinary Shareholders' Meeting of 2019, at session dated May 07, 2019, the Board, as per what is established in the guidelines, nominated Ms. María Patricia Sabag Zarruk and Mr. Ignacio Guerrero Gutiérrez to integrate the Board Committee as Independent Directors. Subsequently, both Independent Directors, using the faculty contemplated in Article 50 Bis of Law N°18.046, designated Mr. Andrés Solari Urquieta as the third member of the Committee. The Board Committee is presided by Ms. Patricia Sabag Zarruk, who was designated in her position at Committee Session held on May 24, 2019. The Board Committee maintains its original members until now.

The remuneration of the Board Committee's members was agreed at the Company's Ordinary Shareholders' Meeting held on April 29, 2020 and is equal to 50 *Unidades de Fomento* for each session that they attend, plus an additional participation at the prorate of 1% of the profit fixed for the Board, which is paid in the same manner and on the same opportunities as the remuneration of a Director. During 2020, fees paid to the Board Committee reached ThCLP\$61,568, as per the following detail:

ALLOWANCES AND INTEREST IN PROFIT (ThCLP)

DIRECTOR	M. VERÓNICA MORALES MENA	MARCO COMPARINI FONTECILLA	ANDRÉS SOLARI URQUIETA	PATRICIA SABAG ZARRUK	IGNACIO GUERRERO GUTIÉRREZ	TOTAL
2020	764	764	19,566	20,237	20,237	61,568
2019	24,541	24,541	26,005	9,829	9,829	94,744

The Board Committee, during 2020, incurred in the following expenses charged to the budget approved at the Ordinary Shareholders' Meeting held in April 2020:

- Hiring of training services from the company EY Consulting SpA, RUT 76.030.665-7, for the amount of ThCLP\$3,615, equal to US\$4,768.





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- Debt Recognition: financing Hortifrut S.A. for Hortifrut Tal S.A.C. for ThUS\$17,155.
- Debt Recognition: financing Hortifrut Inversiones Internacionales S.A. and Hortifrut Inversiones Internacionales Perú S.A.C. for ThUS\$149,000.
- Modification of the Fresh Export Fruit Sale-Purchase contract between Hortifrut Chile S.A. and Agrícola Valles del Sur SpA: the companies are related because they have a common shareholder, where Agrícola Valles del Sur SpA commits to sell at least 75% of its Blueberry production in the 2020/2021 season and at least 50% of its production in the 2021/2022 season following the current model.
- Debt Recognition: Hortifrut Chile S.A. and Hortifrut Imports Inc. to finance the debt that was produced due to the division of the Munger Hortifrut North America LLC company. Hortifrut Chile S.A. transferred ThUS\$10,296 to Hortifrut Imports Inc. dated December 27, 2019.
- Hiring of AgriQC in Mexico and AgriQC (Genetics) in Chile to YAPU Solutions S.A.C.: Peruvian company that provides technological solutions for support and control of agricultural operations, where an Hortifrut corporate manager owns a direct interest of 2.92% and indirect 17.77%.
- Hortifrut S.A. purchases rights of the other 3 partners at Agrícola y Ganadera Santa Rebeca Ltda., of 25% each for ThUS\$20 from each of them.
- Financing contract for ThUS\$3,000 with Agrícola Valles del Sur SpA to cover cash needs in the harvesting period and to finance investments.
- The Corporate Production Estimations Project is assigned to YAPU Solutions S.A.C., Peruvian company that provides technological solutions for support and control of agricultural operations, where an Hortifrut corporate manager owns a direct interest of 2.92% and indirect of 17.77%.
- Purchase of national market rights for Colombia from Proplantas S.A., owner of 25% of Hortifrut Colombia S.A.S.



In relation to the Company's remuneration and compensation plans system, at session held on July 31, 2020, the bonus proposal was analyzed for the 2019/2020 season and, considering that 70% of the budget of the season was not complied, the Board Committee agreed to suggest to the Board to not grant the 2019/2020 season bonus. At session held on October 1, 2020, the proposal of the 2020/2021 season bonus was analyzed in detail, which will have two parts: one part based on the Corporate result and the other on the results of the Subsidiary or the Area, which was approved by directors Ms. Patricia Sabag Zarruk, Mr. Ignacio Guerrero Gutiérrez and Mr. Andrés Solari Urquieta to be presented to the Board for its approval. Finally, at session held on December 29, 2020, the Compensation Plan proposal was reviewed,

to which the Board Committee agreed to realize a new meeting excluding executives from the quorum, with the participation of the Independent Directors, to subsequently be presented for the Board's approval.

In relation to the Internal Audits, the Board Committee performed the follow up of the agreed Internal Audit Plan and it was proved that it has been accomplished in a satisfactory manner.



# OUR STRATEGY





During 2020, the Company realized a deep analysis of its position in the current industry context, which lead it to review and define with clarity its strategy in order to face the 2020-2021 season, and subsequently, in an ideal manner to continue differentiating itself and adapting to the permanent changes that the industry and the world is living. Below we summarize this process.

# STRATEGY

## HORTIFRUT’S STRATEGIC ADMINISTRATION SYSTEM

The first step was to develop a “Strategic Administration System” to be implemented, which will allow to accomplish the desired results, deriving in the creation of the following pyramid, which indicates the different elements of this system.

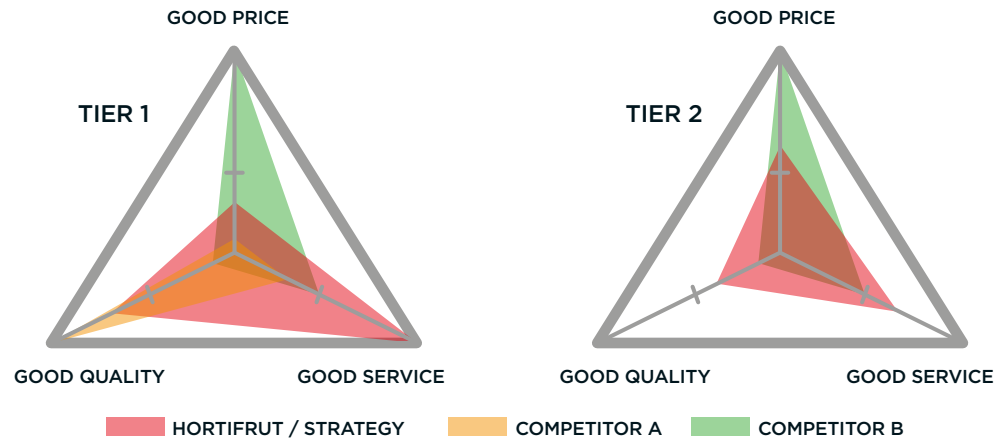
### STRATEGIC ADMINISTRATION SYSTEM IMPLEMENTED AT HF





Additionally, Hortifrut has the aim, in the short and medium term, to focus on assuring this differentiation with B2B (Business to Business) customers, while it continues to investigate possibilities of penetrating online channels to serve B2C (Business to Consumer) customers, while awaiting for this channel to increase its relevance in this product category.

## THE CORRECT PRODUCT AND SERVICE FOR THE CORRECT CUSTOMER



Note: the evaluation of the scale is how the Buyer sees it, not HF.

## 3. VALUE ADDED FOR THIRD PARTY AND OWN PRODUCERS STRATEGY

Hortifrut has as its objective to provide equal treatment both for own producers, and for associated and third-party producers (hereinafter “Producers”), in order to maintain a healthy Producer-Exporter-Marketer ecosystem and to generate a virtuous circle that benefits all the entities involved with the Company.

Within this context, Hortifrut aims to place special emphasis on three aspects of high relevance for the Producers:

- **Competitive returns per risk unit**, which means offering diversification in the global markets of these products due to the important participation that the Company has at all the relevant markets and, also, obtain attractive returns for producers associated to this diversification, through operational efficiency in the whole supply chain until the final customer. As an example of the aforementioned, a producer may want to send all its fruit to China in a certain season and thus obtain impressive returns or face unpleasant surprises, such as COVID-19 in January and February 2020; in any case, this producer would obtain a lower return by risk unit than what it would obtain by commercializing through Hortifrut, since the Company has proposed to provide attractive returns in a stable manner.



- **Continuous transparency in the process and liquidation of the fruit**, which implies reinforcing transparency when transmitting information for Producers, not only with the objective of forcing a proactive debate which allows Hortifrut to detect areas of improvement in its processes, but mainly so that Producers can count with the adequate information that will allow them to self-manage and make investment and other decisions with the commercial information that the Company provides them. As an example of the latter, a Producer, in some region of the world, having Hortifrut's information regarding how much additional returns can be obtained by making a varietal turnover to a specific variety (since Hortifrut commercializes many varieties at the destination markets), can evaluate by himself if it is a good idea to do this, also how much and when to invest. This example shows how a virtuous circle is generated which benefits the final customer at destination, by obtaining a better product from the Company and which can be commercialized in the best manner; the producer, by allowing them to invest with a known risk/return ratio; and also the other Producers at that origin, who see their country image improved in the eyes of the destination customer.
- **Genetics and agricultural know-how**, which implies, on one hand, to assure that Hortifrut has access to the best genetics available for its Producers to plant and, in this manner, to obtain the best possible returns via the obtention of own licenses and investments that assure the availability of the best and most competitive varieties in the market; and, on the other hand to assure that Producers have access to the best technical assistance, in case it is required, to maximize the returns of agricultural investments through the implementation of the best agricultural practices in Berries at a global level.

#### 4. EFFICIENT DIGITAL PLATFORM STRATEGY

Operational efficiency is a need for a company to continue, but if it is transformed into a differentiator in the industry, it can become a competitive advantage. Understanding this, Hortifrut aims to strongly invest in the digitalization of its processes this year 2020 and the following years.



Therefore, an important technological program is being implemented, denominated *Hortifrut Digital*, which has as its objective to digitalize the Company's critical processes, placing at its disposition the information in time, form and quality, in order for the business to make agile and correct decisions, correcting incidentals - very common in this industry. As part of this program's implementation plan, the digitalization of the processes and services of People Management has begun, initiative denominated BerryConnect, which is successfully functioning at all of Hortifrut's subsidiaries.

Another initiative to be highlighted is the “*SOP Digital*” process, which expects to digitalize the main processes of the Sales & Operation Planning (SOP) area during the first quarter of 2021 with the implementation of the SAP Integrated Business Planning (IBP) module, which will allow to back the industrial productive planning, logistic, fruit assignment and even commercial process, considering the offer of all the productive markets and demand of all the commercial platforms, in order to facilitate, optimize and make visible this key process for the Company.

To this we must add the initiative to digitalize the logistics process, whose implementation is scheduled for the end of 2020 and the beginning of 2021, and which has as its objective to provide visibility and traceability of all international fruit exports (maritime, air and land) from all our productive markets and all commercial platforms, to thereby be able to manage and optimize the complete process.

*Hortifrut Digital* does not only allow to optimize, obtain efficiencies and provide access to information, reports and dashboards, but it also allows to start strongly boosting the use of Data Analytics, technical data in order to improve the prediction and optimization of key aspects of the business, such as supply and demand, among others.

*Hortifrut Digital* is based on the search for alliances with global leaders in technology and digitalization such as: SAP, Amazon, Tableau and Salesforce. As an example of this, the Corporate IT area, together with the Corporate Operations area, have contacted and visited Amazon’s central offices in Seattle, USA, for a backup alliance in the implementation of the first development cell with agile methodology at Hortifrut, which will start by creating a management control system for this new Corporate area, but that, in essence, plans to influence the rest of the organization to work with this methodology which has been fundamental in the success of large companies at Silicon Valley in the last decades.



## 5. INNOVATION AND SUSTAINABILITY STRATEGY

Commitment with innovation and sustainability continues to be an essential part of the Company's strategy. In **innovation**, Hortifrut has developed from new business models which are highly successful in the administration of fields to the selection of new varieties only for certain specific customers in the different markets. In **sustainability**, the Company advanced at great steps during 2020, starting with the installation of solar panels at many of its fields in Chile, which will allow during 2021 for 50% of the energy they use to be renewable; to this we must add the important reduction of plastic in its packaging, as well as the use of recyclable labels, which constitute relevant progress in the search for 100% environmentally friendly packaging. Within this scope, it is important to mention the permanent collaboration with all the communities in the world where Hortifrut has operations, collaboration that has been especially relevant in 2020 with the pandemic caused by COVID-19, year where Hortifrut not only participated in the care and safety of all its collaborators, but also that of their families and communities.



# OUR TEAM



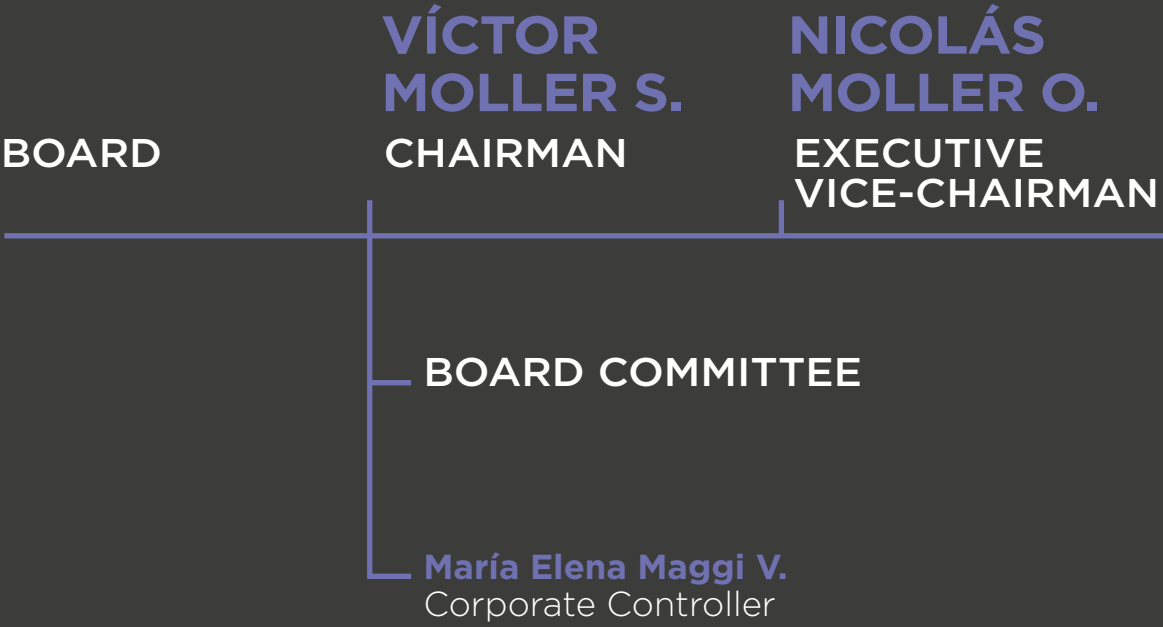


REPORT



ANALYSIS

# ORGANIZATION CHART



**JUAN IGNACIO  
ALLENDE C.**  
CEO

**Juan Carlos Toro R.**  
CFO

**Hans Petersen O.**  
COO

**Rafael Quevedo S.**  
CPO

**José Miguel Arizabalo B.**  
Corporate IT Manager

**Gonzalo Bustos X.**  
Data Analytics Manager

**Haydee Quevedo A.**  
Corporate Quality Manager

# MAIN EXECUTIVES

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

NAME	RUT/ID	POSITION	APPOINTMENT DATE	% INTEREST IN THE COMPANY'S PROPERTY
Alberto Nicolás Moller Opazo	10.668.356-5	Executive Vice Chairman	06-sept-16	5.9310%
Juan Ignacio Allende Connelly	6.196.483-5	Chief Executive Officer	06-sept-16	0.1511%
María Elena Maggi Vidaurre	8.512.661-K	Corporate Controller	02-jan-19	0.0000%
Juan Carlos Toro Ruiz-Tagle	13.256.460-4	Chief Financial Officer	17-jan-18	0.0000%
Hans Petersen Oehninger	15.384.983-8	Chief Operations Officer	01-jul-20	0.0000%
Rafael Quevedo Sturla	42742594 (PER)	Chief Production Officer	01-jul-18	1.3043%
José Miguel Arizabalo Barra	13.066.136-K	Corporate IT Manager	02-apr-18	0.0000%
Gonzalo Bustos Xaus	13.027.231-2	Data Analytics Manager	20-sept-17	0.0000%
Haydee Quevedo Alarcón	18198010 (PER)	Corporate Quality Manager	01-jul-20	0.0000%
Bárbara Poblete Bas	14.165.464-0	Corporate Human Resources and Sustainability Manager	15-apr-13	0.0009%
Gloria Pierret Ortiz	13.899.089-3	Attorney	20-feb-12	0.0030%
Juan Carlos Araya Onell	11.846.383-8	Corporate Finance Manager	21-sept-20	0.0000%
María Elena Echenique Braun	6.966.252-8	Corporate SOP and Exporter Chile Manager	01-nov-03	0.0032%
Gustavo Salinas Tapia	12.864.024-K	Corporate Exports Manager	01-jul-18	0.0000%
Gonzalo Canessa Salvat	AAA197045 (ARG)	General Manager Subsidiary United States	01-jun-10	0.0186%
Rigoberto Guerrero Acero	830416AL8 (MEX)	General Manager Subsidiary Mexico	01-mar-18	0.0000%
Ramiro Soffia Moller	7.010.418-0	General Manager HF Management	01-nov-20	0.0003%
Fernando Méndez Gschwend	10221355 (PER)	General Manager Subsidiary Peru Trujillo	01-apr-18	0.0000%
Javier Rico Pedrazo	28900882W (ESP)	General Manager Subsidiary Europe	01-jun-06	0.0000%
David Aymans Rojas	13.027.846-9	General Manager Subsidiary Peru Olmos	01-jun-15	0.0000%
Sebastián Correa Bulnes	12.854.246-9	Planning and Genetics Programs Manager	04-feb-08	0.0111%
Jorge Lima Vicencio	8.968.455-2	LATAM Manager	21-sept-19	0.0000%



# MAIN EXECUTIVES REMUNERATION

The total amount of remunerations received by the main executives of the Company and its subsidiaries during 2020 reaches ThCLP\$2,682, of which approximately 10.71% corresponds to variable remunerations. Said amount corresponds to the total of the received remunerations.

Indemnity received by managers and senior executives during 2020 reached ThCLP\$0.

# COLLABORATORS

To the closing of 2020, Hortifrut counted with 1,568 permanent employees, distributed around the world. It must be stated that out of this total, 36% are women.

Likewise, to the same date the number of temporary employees participating in harvesting, harvesting support and operation tasks reached 25,709 people, distributed in Chile, Mexico, Spain, Brazil, Peru, China and Colombia.

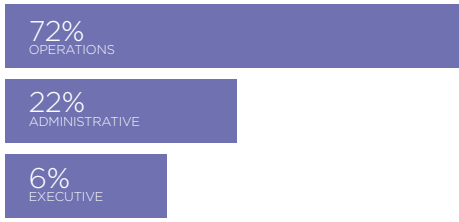
## PERMANENT EMPLOYEES



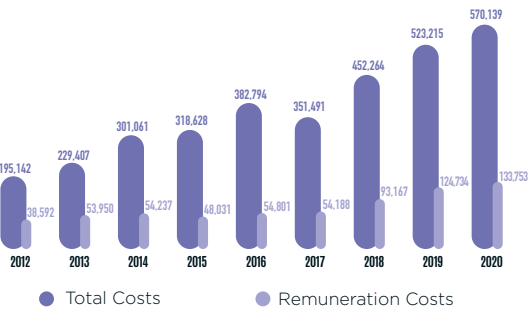
## TEMPORARY EMPLOYEES



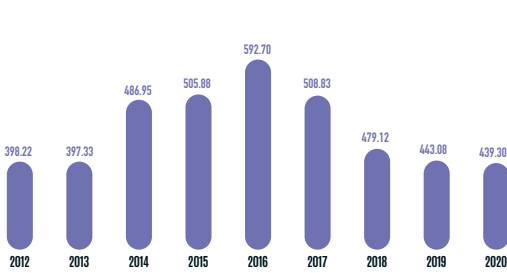
## COLLABORATORS DISTRIBUTION PER TYPE OF POSITION



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



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



# VALUE CHAIN



Hortifrut is a global business platform that connects dedicated Berries producers of the two hemispheres providing the best fruit during the whole year to the most important customers and markets in the world, creating a virtuous circle that grows based on innovation, the best genetics, sustainability and digitalization of its processes.

Both producers and customers enjoy the benefits of being part of our global business platform, because we integrate all of our operations through the whole value chain, with a special emphasis on the two extremes of this chain: genetic development of new and better varieties, 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 loyalty in the best producers and customers in the world.



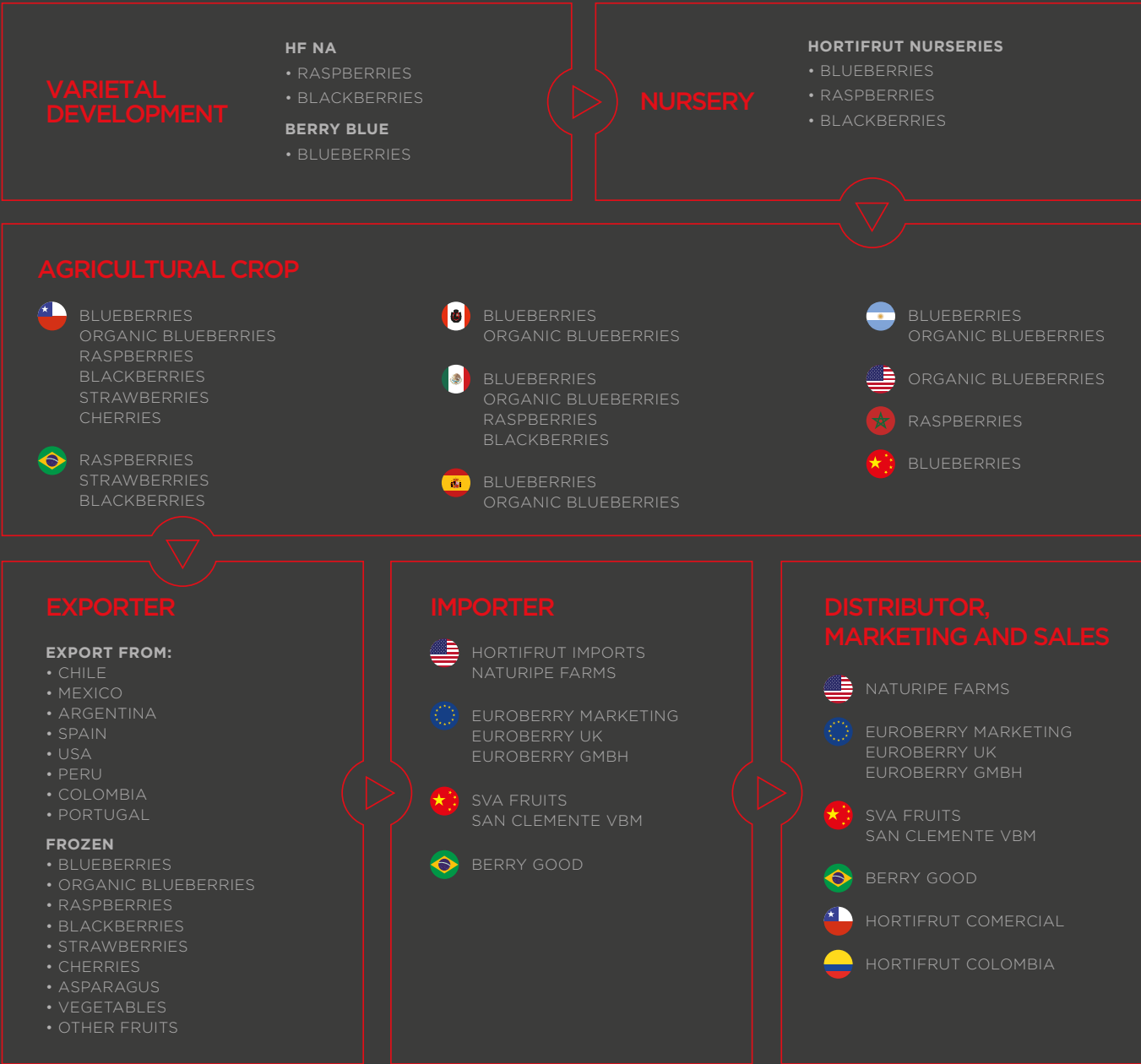
## COMMERCIALIZATION

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 key processes and an adequate traceability and food safety.

The Hortifrut S.A. parent company consolidates different trade vehicles in several countries in the world where the Company is present, to operate its genetic, productive, export and trade business in an efficient manner.



**HORTIFRUT VALUE CHAIN ACTIVITIES  
(VERTICAL INTEGRATION)**



# LEADING GENETICS PROGRAM IN THE WORLD

The permanent development of new and improved Berries for our customers and consumers is one of Hortifrut's fundamental strategic pillars. The important investments the Company has performed in the acquisition, development and commercialization of new varieties of Blueberries, Raspberries and Blackberries have been a differentiating and decisive element for the sustained success in the business of producing and commercializing Berries in the world. The great push that the Company has given its program for obtaining new varieties has allowed it to serve the different markets 52 weeks a year, expand to new geographic areas for the production of Berries, improve the quality and condition of the fruit and increase the productivity of its own plantations and those of its producers. Hortifrut permanently looks for and selects Berries with a better flavor, firmer and crispier, healthier and of rapid start up of production from its plantation, also developing new production techniques for new genetics that adapt to the constantly more intensive harvesting systems.

In 2005, Hortifrut started developing Berry Blue, its Blueberry genetic improvement program (PMG, by its acronym is spanish), together with its North American partner Michigan Blueberry Growers, making it nowadays a wide, genetically diverse and with great genetic scope Blueberries program. Through "improvement or conventional breeding" and with selection and testing stations at different latitudes in the world where Hortifrut cultivates Blueberries, Berry Blue has already patented, until the end of 2020, 18 new owned and exclusive varieties of Blueberries: Divine, Prelude, Presto, Daybreak, Stellar, Alpha, CandyCrunch, Bliss, Robust, Temptation, Apolo, Envy, Keepsake, Affection, Intrepid, Medallion, Charisma and Sensation, with exclusive access for Hortifrut's producers around the world. These new varieties are the base of Hortifrut's most recent plantation projects in China, and have started to gain space in the Group's consolidated plantations in Peru, Chile and Mexico.



In 2020, Hortifrut-Berry Blue began the patenting process of its first developed and selected variety adapted to tropical climate, being the first of the “Tropical Highbush Blueberry” series.

At the same time, and always in its permanent search for the best Blueberries genetics available in the world for producers and the market, Hortifrut has subscribed several agreements with private groups and universities at a global level that count with superior varieties of this Berry. In 2009 the Company signed an exclusive production agreement for early Blueberry varieties with the Spanish group Royal Berries to plant and produce Rocío and Corona varieties in South America, United States, Peru and Mexico, whose productive and quality characteristics of the fruit have made them the favorites in many markets. These two varieties have displaced the old early varieties and have allowed Hortifrut to expand its plantations to other countries. Since 2004 and to this date, 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 and Liberty varieties, as well as the new Calypso and Osorno varieties for Latin America, Europe (not exclusive) and Asia.

Furthermore, the Company counts with early variety licenses for Blueberries from the University of Florida for Mexico, Peru and Chile, adding in 2020 the Chinese territory, expanding its varietal offer for new productive geographic areas. Also, since 2018, Hortifrut counts with an agreement of evaluations of new advanced selections from the same university for Peru.

Searching to expand the variety of products to offer its customers around the world, Hortifrut works and also backs the development of new Berries, such as *Murtilla* and *Maqui*, both natives from Chile and in the process of domestication and harvesting at a commercial level.

In addition to Blueberries, in 2004 the Company started to develop new varieties of Raspberries and Blackberries, forming Pacific Berry Breeding LLC (based at Watsonville) together with its partners Naturipe Berry Growers dedicated to the development of new varieties of these red fruits with a mainly primocane growth without thorns, with a production of sweet and firm fruit with better post-harvest to assure the supply for our customers of a superior product. Seeing its team’s potential as a generator of new

varieties and innovative ideas, from 2018 this company is a 100% subsidiary of Hortifrut S.A., having being merged by the subsidiary Hortifrut North America Inc. during 2020. To date this company already counts with several varieties of Raspberries and, from 2020, with its first variety of remontant thornless Blackberries, highlighting its excellent flavor, post-harvest and productivity. The Pacific Centennial, Pacific Julieta and the recently freed PBB 1473 and PBB 1616 varieties stand out, which have already been planted in several geographic areas of Mexico, Europe, Morocco and California to boost quality and supply 12 months a year as per the destination market. From 2020, this evaluation and selection of new varieties began its internationalization to Mexico and soon to Europe.

Looking to boost the consumer experience with Blackberries, this program participates in the “Identification of Caneberry Volatiles using GC – Spectrometry” program with the objective of understanding the inheritance of volatiles in Hortifrut’s germplasm flavor and aroma. To this we must add an exclusive agreement with University of Arkansas for breeding and evaluation of selections of Blackberries in California and Mexico with multiplication, production and commercialization properties of new varieties 100% Hortifrut. This acquisition strengthens Hortifrut’s internationalization plan for Berries and its “Berries for the World Everyday” business model for Raspberries and Blackberries.








The challenge that we have planted as a Company is the permanent development of new Berries genetics and varieties which adapt to the needs of our constantly more demanding consumers. Every year we identify new genotypes at Hortifrut at our different evaluation programs and sites, in the most diverse environments and where only the best advance. Each one of them is subject to rigorous testing with investigators, producers and consumers to find new and improved state-of-the-art Berries.

# OWN PLANTATIONS AND SEASONALITY

As of December 31, 2020, Hortifrut counted with 4,573 hectares planted with Berries, this is on own land and on leased land 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 88.6% of the surface. The remaining hectares are distributed between Raspberries (5.1%), Cherries (4.7%), Blackberries (1.0%) and Strawberries (0.6%).

## PLANTED HECTARES AND THEIR GEOGRAPHIC DISTRIBUTION 2020

								
SUPERFACE (HECTARES)	CHILE	MEXICO	SPAIN	BRAZIL	PERU	CHINA	USA	TOTAL
Conventional Blueberries	278	547	93	-	2,071	269	-	3,259
Organic Blueberries	578	41	-	-	97	-	76	792
Raspberries	2	217	-	13	-	-	-	232
Blackberries	-	25	-	21	-	-	-	47
Strawberries	27	-	-	-	-	-	-	27
Cherries	217	-	-	-	-	-	-	217
<b>TOTAL HECTARES</b>	<b>1,102</b>	<b>830</b>	<b>94</b>	<b>34</b>	<b>2,168</b>	<b>269</b>	<b>76</b>	<b>4,573</b>
Productive Hectares	997	351	94	21	2,165	205	76	3,909
Non Productive Hectares	105	479	-	13	2	65	-	664
Own Hectares	475	54	-	-	2,168	-	76	2,773
Leased Hectares	627	776	94	34	-	269	-	1,801

SOURCE: Hortifrut

Hortifrut’s plantations are located in Chile from regions IV to X, in Mexico in the states of Jalisco, Michoacan and Sinaloa, in Spain in the locality of Huelva, in Brazil in the municipality of Senador Amaral, and in Peru in the departments of Lambayeque and La Libertad and in China in the province of Yunnan, geographic dispersion that, together with the associations that it has in the northern hemisphere, allows it to have a continuous offer of all Berries during 52 weeks of the year.

To the 4,573 total hectares planted at the end of 2020, we must add 104 hectares that, even though they are not administered by Hortifrut, the Company owns 50% of the property of the associated companies that administer them:

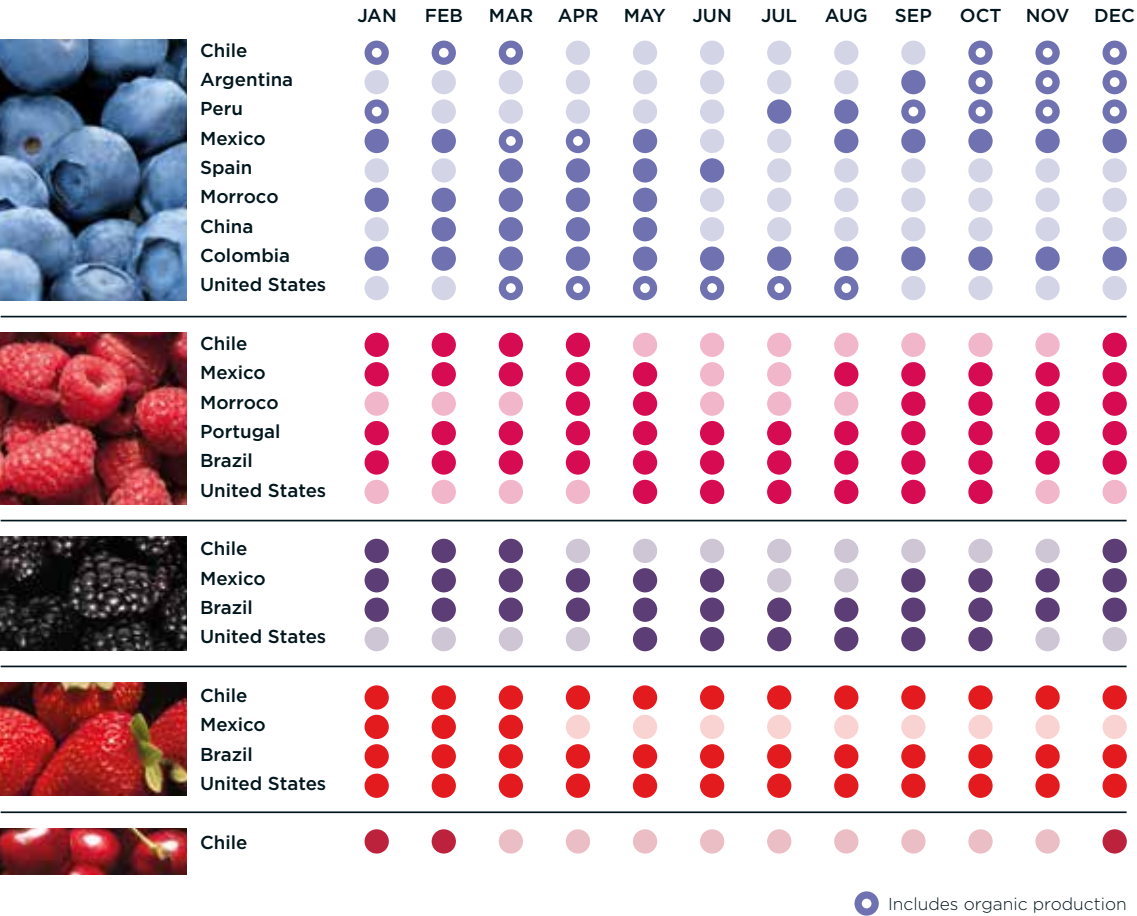


- 77 hectares of Blueberries planted in Argentina, all of which are in productive state
- 26 hectares of Raspberries in Morocco, all of which are in productive state

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 and China commercialize their 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 windows, all of which is complemented with third party producers in Chile, Mexico, Argentina, Morocco and Europe.

The production business has a great strategic importance, since it allows Hortifrut to count with a secure volume to attend the requirements of its customers, develop niche markets, such as organic, use in an efficient manner the opportunities to place its production in periods of scarce supply and high prices, and to exercise control over the quality of the fruit.

### PRODUCTION PERIODS OF HORTIFRUT AND ITS ASSOCIATES' BERRIES





# TRADE PLATFORMS AND STRATEGIC ALLIANCES

The Hortifrut business model is based on strategic alliances, joining the best producers in the southern hemisphere and northern hemisphere, with the best customers in all the markets of the world, in order to be able to supply the correct customer with the correct fruit, all year round.

## NORTH AMERICA

In the United States and Canada, Hortifrut, through its Naturipe platform, continues to grow with its constantly higher Berries offer from Peru, Mexico, Chile, Argentina and Colombia, completing 9 months of supply, which together with the local production of its American partners, manages to obtain a continuous supply of all Berries the whole year.

During 2020, Hortifrut managed to continue growing together with its main customers due to the increase in the demand for healthy products which COVID-19 generated, which in the case of Berries, was above two digits in the retail sector. Naturipe had an outstanding performance in relation to the industry, obtaining prices above that of most of its competitors, due to the high level of service and quality of its Berries during the year. One of the most outstanding milestones was the opening of a new distribution center at McAllen, Texas, which allowed to improve the quality and opportunity of delivery of all Berries from Mexico for its customers.

Even though it is true that the food service sector was affected during 2020 by the pandemic, online Berries sales increased at three-digit rates, forwarding the evolution of this distribution channel and market segment, where Hortifrut is very active.



## EUROPE

Hortifrut, through its Euroberry platform, has continued to grow together with the market, incorporating during 2020 the supply of Raspberries in an important manner thanks to its participation in B-Fruit in Portugal. The reaction of the customers has been very positive, since now, apart from supplying Blueberries to the whole retail market in Europe the whole year, we also supply Raspberries. It is important to highlight that, in a certain measure, this is due to our new variety of Raspberries called Pacific Centennial, which has been a total success among European consumers.

Another important milestone during 2020 was to obtain a market participation of over 50% within England during the whole Peruvian campaign, market that is known to be the most demanding within Europe. The quality and consistency in supply was praised by most of the English supermarket chains.

Last of all, the consolidation of Hortiblue, Euroberry's logistics center in Netherlands, allowed to provide customized packing services to all the customers that require it, thus elevating the levels of service and their preference for Hortifrut's conventional and organic Berries.



## ASIA

In Asia, Middle East and new markets with recent access to phytosanitary protocols, such as India and Israel, Hortifrut reaches a relevant market participation due to the work of a specialized commercial team, which aims to supply the best customers from several origins, thus covering the demand of these Middle Eastern countries.

In China, during 2020, the Company managed to supply millions of consumers nearly the whole year with Blueberries, both with local production and imported fruit. Local production comes from Hortifrut's own genetics which have been planted in its fields in the Province of Yunnan, operation that covers the early window which goes from December to June, while fruit exported from Peru and Chile covers the wide period that goes from July to February of each season.

During 2019, the Company managed to supply Blueberries to the giant Chinese Asian during most of the year with fruit supply imported from Peru and Chile, covering a sales window from August to March, complementing with its local Blueberries production in the province of Yunnan, China, from where Blueberries of the best quality were produced, using Hortifrut's genetics, from February to May.

In addition to China, Hortifrut strengthens its growth in other Asian markets such as South Korea, Taiwan, Japan and Hong Kong, where the Company's customers are attended to under the brands Naturipe®, Berry Collection and Southern Sun. At the same time, we progress in the development of business in South East Asia, Middle East and Israel.

As a complement to the Blueberries offer within the Asian market, the Company continues to grow in production and obtention of Cherries, product that is very requested within China and the rest of the Asian markets. Hortifrut has been able to increase commercialized volume of this fruit by over 100% during this 2020-2021 season, being able to supply all of its Asian customers with high quality Cherries, participating in the commercial programs of the most demanding customers within China, such as Costco and Aldi. With these good results, the Company expects to continue consolidating this product as one of the great pillars of its commercial platform in Asia, increasing its market participation and being a market leader as it is in Berries.





## LATIN AMERICA

Hortifrut is present in Latin America with commercial offices to attend to and develop internal markets in Brazil, Chile, Peru and Colombia.

It entered the Colombian market during 2020, in order to continue developing and strengthening the Berries global industry, not only focusing on the internal market, but also with the creation of an export platform, from where Hortifrut started performing deliveries to Europe and it is expected that during 2021 deliveries will be added to North America and Asia. With this new export destinations in Central America, such as Costa Rica and Panama, are incorporated.

Also, in 2020 HF Latam released its e-commerce channel ([www.berryhouse.cl](http://www.berryhouse.cl) / [www.berryhouse.com.br](http://www.berryhouse.com.br)) and plans to launch online sales for its subsidiaries in Colombia and Peru at the start of 2021. In this manner, Hortifrut is not only providing a new sales channel for its consumers, direct from field to home with a fresher product, but it has also taken the first step towards the transformation process to become an omnichannel platform.

HF Latam's objective is to maintain sustained growth, producing and commercializing, every day of the year, the best Berries in the market. For this it serves retail customers (such as Cencosud, Tottus, Walmart and Grupo Exito, among other large regional retailers) and customers such as restaurants, hotels and local stores, traditional channels that, by including e-commerce, optimize the experience of customers and consumers, regardless of the channel of its preference, thus guaranteeing satisfaction as per their needs.

As a company integrated from genetics to the final customer, HF Latam counts with agricultural business and fruit obtention from third party producers in the four countries where it is present, with Blueberry, Strawberry, Blackberry and Raspberry production, maintaining the highest quality and food safety standards, and following the most demanding international standards.



## HORTIFRUT 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 over 100 years in the market:

### NATURIFE FARMS:

Second largest Berries distributor at a worldwide level with its brand Naturipe® and the first in the world with Blueberries, with US\$838 million in sales during 2020, which represents over 158 million commercialized kilos. The Naturipe® brand is mainly commercialized in the United States, Canada and Mexico, as well as in China and other Asian markets.



### EUROBERRY:

Sells and distributes Berries in all the countries of Continental Europe, as well as England and Ireland, with sales for US\$181 million during 2020, equal to 21 million commercialized kilos.



### BERRYGOOD:

Produces, imports, sells and distributes in Brazil, to the main supermarket chains and food service customers. With 12 years in the market, it supplies a mix of Berries 52 weeks of the year, attending over 500 sale points.



### JOYVIO:

Hortifrut's commercial platform in Asia sells its Berries to the different markets in this continent with the brands Naturipe®, Berry Collection and Southern Sun almost 52 weeks of the year. In China, fruit is commercialized through our office SVA Fruits Shanghai, and through our local partner Joy Wing Mau ("JWM"), with whom we also produce, sell and distribute local fruit with the Company's brands and with the known Joyvio brand, owned by JWM. In this manner, over 80 cities are covered through 40 distribution centers throughout the Asian giant, managing to provide service to thousands of stores, important retailers and online sales.



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 to over 400 customers in different destination markets, having as its customers the main supermarket chains, retailers and e-commerce customers 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



### E-COMMERCE





**SUPPLIERS**

Also, the main providers of supplies for Hortifrut S.A. and its subsidiaries are:

SUPPLIER	SUPPLIER
IMPRESOS Y CARTONAJES S.A.	J.M.C. MAQUINARIAS S.A.C.
FABRICA DE PLASTICOS JCK SPA	TRANSPORTES LÍNEA S.A.
DEL MONTE FRESH PRODUCE	ARÁNDANOS LA ESTANCIA S.P.R.
CARTOCOR CHILE S.A.	GERMINAZA S.A. DE C.V.
TRANSPORTE SANTELICES E HIJO LTDA.	GRAN PEÑÓN ENERGÍA NATURAL S.A.
SOF SOUTH ORGANICS FRUITS S.A.	SISTEMAS DE RIEGO DEL PACÍFICO
QUIMA CHILE S.A.	FRÍO EXPRESS S.A. DE C.V.
ULTRAPAC SUDAMÉRICA	EXPOBERRIES S.A. DE C.V.
JL INGS S.A.C.	PANALPINA TRANSPORTES MUNDIALE
YARA PERÚ S.R.L.	EDENRED MÉXICO S.A. DE C.V.
CARTONES VILLA MARINA S.A.	COMERCIALIZADORA SIMBS S. DE R.L.
E&M S.R.L.	COMERCIAL PROJAR S.A.
ARIS INDUSTRIAL S.A.	

**VALUE ADDED PRODUCTS**

**FROZEN**

In October 2020, Hortifrut and Alifrut, subsidiary of Duncan Fox S.A. and the main frozen fruit and vegetable processor and exporter in Chile, signed an agreement to merge their export frozen products operations in equal parts, in order to boost the international development and growth of innovative value added products, adapting to the new life styles of consumers at the main consumption markets in the world such as United States, Europe, Asia and Oceania. The merger was materialized on July 31, 2020 and the new company received the name of Vitafoods SpA.

The merger process considers the transfer of five frozen product productive plants (two of which were owned by Hortifrut and three by Alifrut), as well as the fixed assets that correspond to the new company, which will begin producing and commercializing a volume close to 35 million kilos and with estimated sales over US\$100 million during 2021, making it a very relevant global actor in its category in the international markets.



The new company directly distributes to customers through Hortifrut's global commercial platforms and its subsidiary Naturipe Value Added Foods LLC., leading company in the development of value added products based on fruits and mixtures of frozen products, which is controlled by Vitafoods; and incorporates Alifrut's industrial and commercial expertise as a multiproduct frozen food processor, which will allow Vitafoods to manage a large part of the business' value chain, thus assuring the best food safety and quality, greater stability in supply and a varied multiproduct offer for its global customers, together with the development of products and formats with new personalized flavors, recipes, designs and nutritional attributes to satisfy growing demand at global markets.

Thus Hortifrut, through Vitafoods, counts with 5 frozen products plants: Molina, Colbún, Chillán, Parral and Romeral.

### **MOLINA PLANT**

Together with a strict management system, since 2009 this plant counts with very specific certifications, as well as maintaining at every moment the product's highest quality and food safety standards. Since 2012 we have maintained SQF-2000 Level 3 Certification, certification that is a declaration that Vitafood'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 and Cherries 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 products plant was built in 2009 and was designed to process high quality Berries, both in bulk format and retail pack, being able to process over to 6,000 tons of Berries a year. Its process lines were imported from the United States, Canada, New Zealand and Japan, which have a high technological level, highlighting state-of-the-art optical selectors, allowing to pack the retail product in a completely automatic form, even when four Berries have to be mixed in the same bag. This plant's storage capacity is 3,000 tons. This plant counts with a food safety system based on the BRC AA Standard.



## CHILLÁN PLANT

Located 400 kms. to the south of Santiago, this plant processes over 7,000 tons of Berries, asparagus and other fruits a year, counting with the most recognized international quality certifications, where its food safety system based on BRC AA (British Retail Consortium) standard stands out. For its processes it uses state-of-the-art technology, highlighting its automatic lines for asparagus, automatic selection and packing lines for Berries and production of other fruit as per the needs of the most demanding customers in the world. In the last few years, several automatic packing lines have also been incorporated, which allows to work with multi-formats, different mixes of fruits and grams. Furthermore, the most modern x-ray inspection and detection systems have been added. It has a storage capacity of 13,000 tons.

## PARRAL PLANT

At Parral, Vitafoods counts with a fruit storage and freezing center of the highest quality, highlighting its food safety system under the BRC AA standard. It has the capacity to process nearly 2,000 tons of Berries and other frozen fruits a year. This plant also has fresh Blueberry preparation and packing lines, to export to the main markets in the world.



## ROMERAL PLANT

This Berries receipt and frozen plant has a capacity to freeze 1,500 tons, where we highlight the high quality of products that are produced under the strictest food quality and safety standards.

Thanks to the general concern for healthier nutrition and the current consumption tendencies, which have strongly accelerated due to the COVID-19 pandemic, the Company has seen that frozen food sales in the markets at a global level have had an important increase, thanks to the convenience of these products of easy preparation and long duration, thus easing the consumption of foods that are essential for a nutritious, healthy and balanced diet. Due to the aforementioned, it is estimated that this increase in consumption will remain in time, so the Company sees great growth opportunities in the frozen fruits and vegetables category with added value in the main markets in the world.





# INNOVATION





# PERMANENT INNOVATION – HORTIFRUT CONTINUES INNOVATING FROM THE “CORE” OF ITS BUSINESS

From Hortifrut's beginning, innovation has been one of its fundamental strategic pillars, which has been the base for the construction of a unique business model, developing a platform to provide Berries to the whole world, every day of the year. For Hortifrut, process innovation and vanguard are a fundamental part to consolidate its leadership in the industry, being, together with its associates, the N°1 company in Blueberry sales and N°2 in Berries at a global level.

The 2019-2020 season was marked by the great challenge to operate with the COVID-19 pandemic, which meant reorganizing innovation efforts, to focus on the “*core*” or business center. Even though this year the result of the measurement of the i3 index was 16.7% of the EBITDA, we expect to soon be able to recover accelerated growth in terms of innovation.

Hortifrut started measuring the i3 index in Chile and, step by step, new subsidiaries have been incorporated, such as Peru, which had the first preparation of projects last season, and this time it is the first subsidiary to add its i3 index percentage to the Company's consolidated total with a defined portfolio.

Also, with the objective of preparing an innovation portfolio and beginning the measurement of the i3 index in the whole Company, during this season, a gathering of problems and opportunities, with high and low impact, was realized at the subsidiaries in China, Mexico and the USA, as well as Chile and Peru, which should boost the EBITDA percentage from innovation projects even more.



# HORTIFRUT MANAGEMENT, A NEW PROPOSAL

In line with its leadership in the Berries industry at a global level, Hortifrut S.A.'s subsidiary in Chile developed "Hortifrut Management", a collaborative management model that allows to join the best producers in the country with a team of professionals of excellence in the technical-agricultural, administration, production and export areas, to manage its operation through the business' whole value chain until the commercialization of the fruit and the main consumer markets in the world.

This new model generates benefits for both - producers and the Company - since the partners obtain profits due to the lease of their lands, Hortifrut increases its production volume and also its income from the commercialization of the products.

Hortifrut currently counts with four management contracts under the "Hortifrut Management" model, totaling over 350 hectares of Blueberries and Cherries.



# INNOVATION INITIATIVES WITH 4.0 TECHNOLOGY

In the seventh version of the C<sup>3</sup> Creativity and Innovation Ranking, organized by Brinca and *Universidad del Desarrollo*, where over 60 companies from different lines of business participated, Hortifrut was recognized in 2020 in the category "Innovation Initiatives with 4.0 Technologies", for the "Hortirover" project- still in early stage - which is planned to be initially developed in Chile thanks to CORFO's support.

The C3<sup>®</sup> Model used in the ranking, allows to maximize investment returns from innovation based on the development of innovative capacities. For this, it measures investment at each company, strategic alignment in relation to innovation, the maturity of its management systems and the development of a creative and innovative culture.







# SUSTAINABILITY



STRA



Y

Hortifrut is a sustainable company, where every day it works to advance in the development of its social, environmental and economic impact, focusing on the whole value chain, on people, the environment and the communities where it operates, worrying about development and commitment towards a continuous improvement and the constant search for new challenges that allow it to accomplish the sustainable path that it has planted and to continue constantly developing.

This commitment has lead the Company to continue working on the different aspects and challenges that it has planted as a company, where, after obtaining recognition as a B Corporation for its subsidiary Hortifrut Chile S.A., it has prepared a path at a corporate level, developing its commitment and consolidation at a global level, working on different projects to reach certification in the different subsidiaries that make up the Group.

## COMMITMENT WITH SDG

Hortifrut has committed with 5 Sustainable Development Goals (“SDG”), prioritizing those that are linked to the Company’s purpose and strategy, identifying the different opportunities to contribute to the fulfillment of global aims, thus contributing to the development of people, the environment and communities where it operates.



### **ZERO HUNGER:**

**To improve nutrition and promote sustainable agriculture.**

Hortifrut in its constant innovation, is permanently producing a genetic diversity, to harvest the best and most nutritional Berries, increasing their productivity and quality, thereby reaching all the markets in the five continents. Also, we aim to offer the best Berries thereby obtaining the certifications recognized at an international level such as Global GAP, SMETA, Organic, among others, complying with the highest standards of responsible production.



### **QUALITY EDUCATION:**

**To promote learning opportunities for everyone.**

Hortifrut is aware that education is the base to improve the lives of people, so courses, training and programs to develop education, culture and sport in Chile, Peru, Mexico and Brazil have been implemented, reaching 59,295 hours of collaborators training in 2020, a 4% increase compared to the previous year. To this we must add over 18,200 people that benefitted in the neighboring communities to the Company’s operations, with education, health, culture, environment and sports programs.





## 8 DECENT WORK AND ECONOMIC GROWTH



### DECENT WORK AND ECONOMIC GROWTH:

#### To promote full and productive employment and decent work for everyone.

At Hortifrut we are committed with providing a decent job for every worker. This year 2020 we provided over 1,568 permanent and 31,300 temporary job positions in the world. As a reflection of this responsibility, in 2020 we performed the first research regarding Culture with a corporate character, from where we can analyze how collaborators value the impact of culture in the labor climate, reflecting a balance between independence and interdependence, and a strong bias towards flexibility. People like to work with autonomy, but, at the same time, with interconnection and a large interest in innovation, the exploration of alternative paths and learning. There is also a strong orientation towards results and relationships; plus the rotation rate in 2020 was 15% for men and 3% women at a corporate level.

## 12 RESPONSIBLE PRODUCTION AND CONSUMPTION



### RESPONSIBLE PRODUCTION AND CONSUMPTION:

#### To guarantee modalities of sustainable consumption and production.

At Hortifrut we manage the treatment of chemical and dangerous residues and the recycling of household waste in a responsible manner. Within this context, we have made important improvements in the development of packaging and currently all the clamshells where fruit is packed count with a high percentage of recycled PET in their manufacturing. 58% of packages are manufactured with 100% recycled PET, while the remaining 42% fluctuates at between 70% and 80% of recycled PET.

## 13 CLIMATE ACTION



### CLIMATE ACTION:

#### To fight climate change.

Conscious of the climate urgency, in 2020 Hortifrut developed, for the third consecutive year, an analysis of the life cycle of its operations in Chile, and the first in Peru and Mexico, taking the first measures regarding energy consumption, carbon footprint and production of residues. Also, during 2020, 18 photovoltaic plants were built at different agricultural companies in Chile, with the objective of mitigating greenhouse gas (GHG) and strengthening the use of renewable energies.

The Company has defined a series of indicators to be reported to measure and make its progress in sustainability and continuous improvement transparent, from the definition that the *Comisión para el Mercado Financiero* ("CMF") is realizing regarding possible accountability obligations for publicly traded companies, to visualize how Hortifrut is impacting in the economic, social and environmental aspects, establishing different contents for effects of this report.

Hortifrut established the commitment to involve its groups of interest in the making of the Company's strategic decisions. Thereby, at the end of 2020, it started to realize a materiality study to define the relevant sustainability topics based on the opinion of key actors, such as customers, investors, suppliers, collaborators and community, among others, which allows the Company to know which are the most relevant or material topics for its groups of interest, to thereby make more enriching strategic decisions and with a greater impact in all scopes of sustainability, acquiring a commitment with transparency and good sustainable practices.

Due to recognition as a B Corporation which Hortifrut Chile S.A. obtained in 2018, the Company has noted positive effects in differentiation and preferences in the market in order to diversify their sources of financing and refinancing of financial liabilities. Also, in 2019 the first issuance of Bonds in the local market was concreted for US\$91 million, through the issuance of two series (A and B). Series A counts with a green and social certification from Vigeo Eiris. This sustainable bond, is used to refinance three categories of projects developed in Peru in the *Región de la Libertad*:

- Water management
- Climate action
- Local development and empowerment

For this bond the commitment to report the progress obtained at each one of the categories of the developed projects was signed, report that is part of the “Economic” section of this chapter (see from page 90 until 95).

## ECONOMIC

### ANTICORRUPTION AND UNLOYAL COMPETITION

#### COMPLIANCE AND CERTIFICATION PROGRAMS OF THE CRIME PREVENTION MODEL

In response to the demands of Law N°20.393 which establishes criminal responsibility for legal entities in crimes such as money laundering, financing of terrorism, receipt of stolen goods, bribery, corruption among individuals, misappropriation, unfair management, incompatible negotiation and water pollution (Law N°21.132), the Company has implemented a Crime Prevention Model, through which it promotes the prevention of said actions which are sanctioned by the aforementioned laws.



In October 2020, the certifier BH Compliance Ltda. certified the Crime Prevention Model of Hortifrut S.A. and its subsidiaries in Chile, due to the scope of Law N°20.393 and in December 2020, by the scope of Law N°21.132 (water contamination). This same Certifier has performed follow-up tests to make sure the certification remains valid.

Also, risk evaluations are realized of the possible situations it could be exposed to, helping to evaluate the Company's potential corruption cases, thus defining the impact that it could have via this evaluation methodology by processes and activities, as well as the probability of occurrence, and defining controls, areas and those in charge of performing the follow up to the different points.



To communicate this model, a series of explanatory crime prevention model videos have been published via an internal communication platform, to thereby train the workers regarding this mechanism initiated in the Company to prevent and decrease possible risks.

Based on the aforementioned, Hortifrut is concerned about informing about this program through training to all the areas in Chile, considering administrators, analysts, assistants, coordinators, chiefs and managers, among other areas that form the Company, committing each of its workers, having trained over 75% of personnel in 2020, while 100% of them have been granted the necessary information for their knowledge and understanding through internal emails and platforms. In the case of subsidiaries outside of Chile, even though it is not the law to count with a Crime Prevention Handbook, we are in the process of unifying this procedure, starting by providing training and support material for the total knowledge of this program.

### **CONFIRMED CASES OF CORRUPTION, UNFAIR COMPETITION, MONOPOLISTIC AND AGAINST FREE TRADE PRACTICES AND THE MEASURES TAKEN**

By promoting responsibility and ethical behavior in the whole Company, granting mechanisms for people in order to protect when informing regarding what behavior will not be tolerated under any circumstances, is what has allowed Hortifrut to not have had any cases of confirmed corruption in the last 5 years, nor any cases of unfair competition, monopolistic and against free trade practices.

### **ANNUAL DECLARATION OF POSSIBLE CONFLICTS OF INTEREST ON BEHALF OF DIRECTORS AND EXECUTIVES**

Hortifrut's commitment with transparency not only affects its Directors, but it also affects the whole executive staff. Due to this, Hortifrut counts with the "Conflicts of Interest Declaration Portal" where our directors, main executives and collaborators can annually declare if they have conflicts of interest, among their functions in the Company and their personal interests, whether they are economic or not economic. Together with the aforementioned, they must declare their participation in different companies when the person or his/her relatives own 10% or more of its capital and if they are related to any public officer, aiming to specify if there is any conflict of interest.

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

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

- **External Auditors:** with whom we revise 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, the implemented processes and controls and the quality and consistency of the analyzed data, which is expressed in the Letter to Management which is subsequently presented to the Board Committee.
- **Controller and Person In Charge of Crime Prevention:** who inform regarding the Internal Audit program, risks in the process, detected deficiencies, recommendations for improvement, follow up of action plans, strengthening of the control and effectiveness scope, and compliance of the Crime Prevention Model.



## SUSTAINABLE BONDS REPORT

Hortifrut developed the “Sustainable Bonds Issuance Framework” to transparent to the market and its investors, its socio-environmental standards and its commitment to contribute to the compliance of Sustainable Development Objectives, leading to the issuance of a “Sustainable Bond” at the Santiago Stock Exchange during the first half of 2019. The selection of this financing mechanism is related to transparency, integrity and quality of the issuer.

Hortifrut’s “Sustainable Bonds Framework” is aligned with Green Bond Principles (“GBP”), Social Bond Principles (“SBP”) and Sustainability Bond Guidance (“SBG”). The four key components of these principles are:

- 1. Use of Funds
- 2. Project Evaluation and Selection Process
- 3. Fund Management
- 4. Publishing of Reports

The first point, in the context of a Sustainable Bond, means that the obtained funds have a specific finality oriented to the generation of a social and environmental benefit. This concept is defined as the **use of funds** and is publicly defined during the issuance of the Bond.

The projects that were refinanced with these funds were defined within the following categories:

- 1. Sustainable management of natural resources and use of land
- 2. Adapting to climate change
- 3. Socio-economic progress and empowerment

Hortifrut is committed to publishing the results and impacts of the projects individualized within the “Sustainable Bonds Issuance Framework” once 2020 is closed, which is reflected in this document.

Additionally, it is important to mention that **100% of the funds obtained with this financing were destined to refinancing the projects mentioned in the Framework**, and were detailed as specified in this document, as shown in the following table:

PROJECT CATEGORY	PROJECT	FUNDS PERCENTAGE
Sustainable management of natural resources and use of land	Water management	45.5%
Adapting to climate change	Climate action	1.8%
Socio-economic progress and empowerment	Local socio-economic progress and empowerment	52.7%

Within the first category, and aligned to ODS 6: Clean water and sanitation, three initiatives are considered within the **Water Management** Project.

The first is the construction of water treatment plants for watering in fields, as well as the filtration stations and reservoirs. To understand the context, the Company receives water from the Santa river through the Chavimochic project, water that is treated by Hortifrut to comply with the highest standards for the fertilizing irrigation system of agricultural fields.

The quantitative results are the following:

INDICATOR	OBJECTIVE	2019	2020
Water percentage that complies NTU exit < NTU entrance	Return the water from the processes to the basin, with super quality than the obtained	100%	100%
Concentration level of fertilizers in irrigation water	Obtain a water quality: NTU < 10	Between 2 and 10	Between 1 and 10
Compliance percentage of fertilizing irrigation system plan (concentration of fertilizers)	Fully comply the fertilizing irrigation system plan (fertilizers concentration in water)	Compliance EC= 90.4% Compliance pH= 98.2%	Compliance EC= 91.6% Compliance pH= 99.5%

As is shown in the table, the **compliance of these aims has been satisfactory** regarding water quality, fertilizers concentration and the fertilizing compliance irrigation system plan. Regarding the last point it is detailed that this plan is made up of two indicators: the compliance of electrical conductivity (EC) and the compliance of irrigation water pH. In this case, the Company has as an acceptable range, in the case of EC, to be within the aim range of at least 85% and over 95% in pH.

The second initiative is related with the sub-products and the residual water from the packings located at Chao and Salaverry. The objective was to treat in a responsible manner the mud and/or generated subproducts and, on the other hand, to donate any remaining water to the local government to water public green areas. The quantitative results are shown as follows:

INDICATOR	OBJECTIVE	2019	2020
Volume and percentage of mud disposed through authorized supplier	Manage 100% of mud and/or subproducts in a responsible manner	100%	100%
Volume and percentage of water used in packings which is donated to the local government to be reused in irrigation of green areas	Donate 80% of treated water in packings to the local government for irrigation of green areas	0%	0%



In this case, we fully complied with the first objective, regarding the responsible treatment of mud and/or subproducts, while we could not advance with the donation of water to the local government, even though it is a common practice before the issuance of the bond. Regarding the reasons for this difficulty, it must be stated that the Municipality of Salaverry had a bad experience with a donation of water on behalf of another company, so it decided to not accept water donations anymore. Nevertheless, our treated water is reused 100% for the irrigation of green areas at our plant.

The last initiative aligned with ODS 6 is related with the installation of a drip irrigation system controlled by valves with automatic devices, which perform irrigation in a controlled manner, as well as the construction of 100,000 m<sup>3</sup> of reservoirs together with the adduction, impulsion and electrification of the irrigation system. All of this with the objective of being more efficient in the use of the hydric resource and to decrease total consumption, very linked to the Company's central business, which is fruit production. Results are presented below:

INDICATOR	OBJECTIVE	2019	2020
Water volume used for production (m <sup>3</sup> )	Conserve and preserve the hydric resource	32,442,837	27,187,449
Blueprint per kg of Blueberries (Water volume m <sup>3</sup> /kg produced)	Conserve and preserve the hydric resource	0.88	0.75

As can be seen, Hortifrut has improved efficiency in the use of water, not only decreasing the volume of water for every kilo of produced Blueberries, but also decreasing the total consumption of water used for production. This result is very significant, especially to be able to replicate the gained knowledge and practices of this area at other locations where the Company operates, especially in areas where there is hydric risk or stress.

Afterwards, we pass on to the second project: **Climate action**, aligned to Sustainable Development Objective 13, which covers a specific initiative, which consists on developing infrastructure that is resilient to climatic change phenomenons. It contemplates the construction of turrets and gabions, to minimize the impacts of the *El Niño* phenomenon, as well as protocols for agricultural collaborators in case of intense rains. The objective was to protect the health of people, operational continuity and the company's infrastructure. Quantitative results are commented below.

Initially, the indicators and proposed aims were related to the cost amounts saved to avoid reinvestments in case of climatic disasters and the amount of unlost hectares. When this report was elaborated, and since there was no extreme climatic phenomenon present in the area during this period, it was decided to give the indicators a different focus, covering the same topic and information.



INDICATOR	OBJECTIVE	2019	2020
Hectares with damage due to climatic phenomenons	Prevent and minimize damages to plantations: Aim 0	0	0
Incurred costs in case of climatic event (US\$/ha)	Avoid the reinvestment of 70,000 US\$/ha	0	0
Lost work-days due to impact of climatic phenomenons.	Resilience and capacity to adapt to climatic phenomenons and natural disasters	0	5

To provide more context and provide more information in relation to this, in these last 2 years no adverse climatic effects have occurred which generate a risk possibility for the plantations. Nevertheless, after the *El Niño* phenomenon, the Company invested over US\$600,000 for the prevention of ravines to avoid any adverse effect. Nevertheless, to quantify what occurred before the investment, in 2017 69.45 hectares were affected (15.44 hectares of plantations, 10.48 hectares for cleaning, 39.60 hectares due to hydric stress and 4.22 hectares of the area that was being prepared for planting) which caused an estimated loss of US\$250,000 for the Company at that moment.

Last of all, the third project, denominated **Local development and empowerment**, aligned with the ODS 8: Decent work and economic growth and ODS 4: Quality education, has as its objective to improve the purchasing power of people and to improve the quality of life of families in the localities of Chao and Viru, through the payment of salaries higher than the minimum wage in the country for temporary agricultural workers, the preference for local suppliers and support for local entrepreneurs.

This project not only has the objective to create local employment, but it also has a focus on its quality, aiming for remuneration above the average in the industry, and complementary actions and benefits that suppose good conditions and that improve the economic perspectives of the workers. Quantitative results are presented as follows:

INDICATOR	OBJECTIVE	2019	2020
Number of temporary job positions	Creation of over 12,500 temporary employments (campaign peak)	31,448 temporary positions (individual people) 15,950 in campaign peak 330 permanent positions	32,022 temporary positions (individual people) 15,328 in campaign peak 269 permanent positions
Number of permanent job positions			
Average salary and medium of temporary workers	Salaries 10% higher than the industry	Average: S/1.250 Medium: S/1.273	Average: S/1.319 Medium: S/1.323
Percentage of workers with salary higher than the industry average		21%	100%
Percentage of local workers over the total		62%	65%



As can be seen in the table, **results during the last two years have been satisfactory** in relation to compliance. Aims have been reached and expectations have been surpassed in relation to the number of generated employments and the amount of remunerations. In relation to the objective to generate and pay remunerations that are higher than the industry, it is not only a social impact objective, but it is also economic, due to the high competition that is generated in the area by agricultural work.

To calculate the percentage of the Company’s temporary workers who received a remuneration above that of the industry, we took as a reference the Salary Survey Study performed by Hay Group-Korne Ferry, which shows that the average temporary worker received a remuneration of 1,175 soles, while the medium was at 1,188 soles. As appreciated in results, in the case of Hortifrut, average remuneration surpasses the industry average by over 12%, reaching 1,319 soles, while the medium reached 1,323 soles, surpassing the industry by 11.4%.

It is very important to highlight that 100% of Hortifrut’s temporary workers comply with the condition to receive a remuneration that is higher than the industrial average mentioned in this study.

Also, the percentage of local workers has reached important percentages, possibly reaching a roof, considering that the number of workers available in the area already count with an elevated occupation percentage.

Even though the labor market in the area is competitive, the growth in this indicator shows that conditions offered by Hortifrut are attractive for people who choose to work in the Company’s fields.

Last of all, within the context of this same project, we aim to generate instances and tools so that work at Hortifrut allows the socio-economic development and progress of its people, improving their life quality and providing resources so they can progress. Quantitative results are shown below.

INDICATOR	OBJECTIVE	2019	2020
Presence percentage of applications		81%	96%
Quantity and percentage of field supervisors trained through external programs	Train 150 field supervisors	411 trained 100%	631 trained 100%
Amount benefitted from socio-emotional development programs	Through the <i>Qué Maestro</i> program, strengthen educational strategies for over 200 teachers and over 700 students through <i>Enseña Perú</i> (or similar programs)	23 teachers 1,993 students	21 teachers 2,449 students



To understand the context of training for supervisors, it is important to consider that many of these began performing harvesting tasks and, as they show good performance, they are invited to participate in Supervisor tenders in the following seasons. The Supervisors pass through learning experiences designed for their position, in order to reinforce policies, procedures and knowledge that will allow them to perform their job better. In addition, emotional and social development workshops are included, in order to obtain a better leadership of people.

Also, we count with access to constant information through the Hortiapp application, where they have at their disposition learning podcast and courses to broaden their knowledge of different topics. Workers access to a record that details all the received training and which can be directly obtained in the application.

In the last 2 years, 48 schools have taken place for specific positions within the organization in favor of forming them in the optimum execution of their activities and the development of soft skills that are transversal to their positions, reaching over 410 trained supervisors in 2019 and over 946 during 2020. These schools surpass the 20 hours of learning at Hortifrut and are accompanied by evaluations to reinforce their aptitudes for the position. Specifically, the diploma from Esan University was a punctual initiative performed during the 2018-2019 season and which did not remain in time, being replaced by the training mentioned here.

The total of these actions make the Hortifrut Supervisor be prepared to assume similar positions in other industries with a high non-qualified workforce, or to internally grow within the Company to positions with greater responsibility.

Last of all, regarding quantification of teachers that have participated in the programs, it is good to clarify that these figures cover, in a great measure, the amount of teachers that work in the area, so the aims cannot be much more ambitious than the numbers reached during 2019 and 2020.

As a summary, it can be seen that an important part of the aims proposed in the “Sustainable Bonds Issuance Framework” have been reached, having evidenced and obtained the expected positive impacts, both at an environmental and social level, even surpassing the proposed aims in some cases.



























These results show that it is possible to realize a profitable business while incorporating positive socio-economic criteria and impacts with objectives aligned to the business. This vision is shared by B Corporations, certification currently obtained by the subsidiary Hortifrut Chile S.A. in Chile.





























# SOCIAL

## POST-NATAL PERMIT AND LABOR BENEFITS

### NEW EMPLOYEE HIRING

									TOTAL
	 	 	 	 	 	 	 	 	 
- 30 years	4 1	38 30	65 71	80 60	- -	- -	- -	3 25	190 187
30 a 50 years	4 4	39 16	43 8	24 44	- -	3 6	- -	4 7	121 85
+ 50 years	1 -	- -	- -	8 2	- -	- -	- -	- 1	5 3
Hiring Rate (%)	2% 1%	63% 37%	58% 42%	93% 88%	0% 0%	100% 100%	0% 0%	100% 100%	26% 23%








### PERSONNEL ROTATION

									TOTAL
	 	 	 	 	 	 	 	 	 
- 30 years	6 3	54 36	159 141	46 22	- -	- -	- -	12 1	277 203
30 a 50 years	30 10	75 41	87 22	19 32	- -	- -	- -	2 1	213 106
+ 50 years	3 -	2 1	- -	3 1	- -	- -	- -	1 -	9 2
Hiring Rate (%)	9% 3%	63% 37%	46% 54%	57% 46%	0% 0%	0% 0%	0% 0%	3% 0%	15% 3%

### FULL TIME EMPLOYEES BENEFITS WHICH ARE NOT GIVEN TO PART TIME OR TEMPORARY EMPLOYEES

One of Hortifrut’s central commitments regarding sustainability within the social perspective, is the wellbeing of our workers, as well as their families, which is why they count with areas dedicated to finding benefits for these, in order to assure that this information reaches every member of the organization in an easy and opportune manner, having clarity from the beginning regarding what benefits can be applied for within the Company.

These benefits are of exclusive use and enjoyment for full time workers, where our benefits per group subsidiary are the following:

							
Life insurance	X	X	X	X	X	X	X
Sanitary assistance (health, all insurances, BICEVIDA)	X	X	X	X	X	X	X
Coverage due to incapacity and disability (Mutual, payment of medical license)	X	X	X	X	X	X	X
Parental permit	X	X	X	X	X	X	X
Provisions for retirement	NA	NA	NA	NA	NA	X	NA
Share interest	-	-	-	-	-	-	-
Others:	-	-	-	-	-	-	-
Winter/summer Schedule	X	X	-	-	-	-	-
5 additional days of vacations	X	X	-	-	-	-	-
Co-financing of studies	X	X	X	-	X	-	-
Gift for newborn	X	-	-	X	-	-	-
Fruit due to marriage	X	X	X	X	-	-	-
Christmas bonus	X	-	-	-	-	X	-
Independence Day bonus	X	-	-	-	-	-	-
Basket of supplies (Christmas)	-	-	X	X	-	-	-
Payment medical leave	X	NA	NA	NA	NA	NA	X
Payment difference in salary due to paternal/maternal leave	X	NA	NA	NA	NA	NA	X
Free day due to birthdays	X	X	X	X	-	-	-
Psychological assistance	X	X	X	-	-	-	-
Assignment due to passing away of relative or spouse	-	-	X	-	-	-	-
Emergency loans	-	-	X	-	-	-	-
Payment of management control	-	-	X	-	-	-	-

## PRIMARY AND SECONDARY CARETAKER PERMIT

In the case of the subsidiary in Chile, it is established by Law N°20.545, that they can request one of the following modalities of the benefit:






































































- 24 weeks of complete rest for mothers (normal postnatal plus parental postnatal of 12 weeks full time), with a subsidy equal to remuneration, with a maximum of 73.2 *Unidades de Fomento* (UF) gross.
- 12 weeks of total rest for mothers and, following, 18 weeks part time. In this second stage 50% of the subsidy will be paid (with a maximum of 36.6 UF).
- 12 weeks of complete rest for mothers. Of the remaining 12 weeks of full time, a maximum of six weeks can be transferred to the fathers. If mothers choose part time for this second stage, they can transfer 12 weeks to the fathers in the same modality.

In the case of Mexico we have the following modality, which only contemplates the mother by legal definition, which defines a nursing period for a maximum of 6 month, where 2 extraordinary rests per day will be available, with a duration of 30 minutes each, to feed the boy or girl. Additionally, it is established to grant the father 5 days of rest.

At subsidiaries in Peru, under Law N°30.367, it is established that female workers have the right to receive 49 days of prenatal rest and 49 days of postnatal rest which could be deferred, partially or totally, and accumulated for the postnatal as per the female worker's decision.

At the subsidiaries in Brazil, subject to Article 392 of Law Decree N°5.452, a total of 120 days of rest for the mother is considered. For effects of the 2020 indicator, the necessary information to communicate this data was not obtained, but several commitments have been defined to be able to follow up and obtain this information for 2021 and thereby count with the Company's complete information.

Below, we present the results of indicators in relation to employees that have had the right to parent permit because they had a son or daughter, together with other indicators that allow to measure the fulfilment and use of this benefit granted by the Company.

									TOTAL
Employees that have the right to a parental permit	 2  4	 6  1	 -  4	 -  -	 -  -	 -  -	 -  -	 -  -	 8  9
Employees that have used the parental permit	-  4	2  1	-  4	-  -	-  -	-  -	-  -	-  -	2  9
Employees that have returned after the parental permit	-  4	2  1	-  4	-  -	-  -	-  -	-  -	-  -	2  8
Employees that used parental license during 2019 and who continued working at least 12 months later	-  4	-  -	-  4	-  -	-  -	-  -	-  -	-  -	-  8
Return to work rate <sup>10</sup>	-  -	-  -	-  -	-  -	-  -	-  -	-  -	-  -	100% 100%
Retention rate <sup>11</sup>	-  -	-  -	-  -	-  -	-  -	-  -	-  -	-  -	100% 100%

<sup>10</sup> For effects of the "Return to work rate" ratio, the following formula to obtain the result shown in the table was used:

$$\frac{\text{Total amount of employees that have returned to work after the parental permit}}{\text{Total amount of employees that return from the parental permit in the periods object of the previous reports}} \times 100$$

<sup>11</sup> In the case of the "Retention rate" indicator, the following formula is used to calculate the indicated result:

$$\frac{\text{Total amount of retained employees 12 months after returning to work after a period of parental permit}}{\text{Total amount of employees that return from the parental permit in the periods object of the previous reports}} \times 100$$

## LABOR SAFETY

For the effects of this section, practices regarding health and safety at the subsidiaries in Chile and Peru are considered. In the case of Mexico, the area in charge of this topic was just formed in December 2020, so it has the commitment to unify and standardize the whole practice and standard used at the Company's other subsidiaries and thereby assure the quality of life, of work and safety of Hortifrut's collaborators in this country.

### SAFETY AND OCCUPATIONAL HEALTH MANAGEMENT SYSTEM

Hortifrut's work safety and health policies are based on and define 6 main commitments, prioritizing and ensuring to count with good work health and safety conditions, as well as to maintain personnel motivated and committed with risk prevention. Additionally, the Company counts with the corresponding work procedures for each of its areas, defining those responsible, scope, equipment and materials to be used.

The commitments are:

1. To protect the health and safety of the organization (opportune prevention and identification).
2. To guarantee the compliance of the pertinent legal requirements in matters of health and safety.
3. Active participation of workers and their representatives in the management system.
4. To promote the continuous improvement of performance.
5. Spread and communicate the risk prevention system.
6. Boost continuous improvement in the identification and prevention of risks, through the health and safety system at work.

These definitions are part of the guidelines established by the national regulation of each subsidiary, where this program covers and applies to all of Hortifrut's workers. The Company always understands and transmits to its workers that no work that takes place or service that is provided is so urgent as to not employ the time, equipment, tools, safety devices, standards and handbooks that are necessary to perform it in a safe manner.

### DANGERS IDENTIFICATION, RISK EVALUATION AND INCIDENTS INVESTIGATION

Hortifrut counts with different guidelines for a systematic analysis of the incidents related with Occupational Health and Safety, where we aim to record, investigate, analyze and report everything that occurs in operating and administrative areas within the operations, in order to determine their root cause. Also, it has the objective to communicate and take corrective measures to prevent the recurrence of new incidents through the realization of effective investigations.

The system counts with documents that allow the planning of activities, as well as tools and records that allow to provide a follow up of the fulfilment of the planned activities and the generation of evidences and statistics that back management and ease continuous improvement.

For the evaluation of risks and investigations, several types of dangers associated to risks at each of the productive units have been defined, among these are:

- **Physical:** exposure to noise in machinery rooms, substances that could be inhaled, changes in temperature at packing and non-ionized radiation due to exposure to computers.
- **Psychosocial:** social isolation and confinement.
- **Dysergonomic:** body posture when working, handling of loads and repetitive movements.
- **Electrical:** energized computers and connections.
- **Location:** risks associated to accidents, falls, stumbles, trappings and fires, among others, which depend on the location where the work is taking place.
- **Biological:** exposure to biological agents in common areas.

These topics are evaluated for each one of the areas that the Company covers, in order to evaluate the possible risks associated to the different activities, such as the probability of occurrence, in order to take preventive actions to decrease the dangers. Also, we count with controls, people in charge of performing inspections for the correct use and supervision of the health and safety program.

In the case of a worker that wants to inform regarding an incident, accident and/or dangerous incident, there are formal procedures that define communication to the immediate supervisor and the activation of protocols to inspect which area is being affected, if medical services or assistance is required and, once the emergency or situation has been overcome, a report is prepared and sent for its subsequent investigation, in this manner there will be a record of the situation and the necessary measures are taken to avoid or minimize the occurrence of the incident or accident, as well as present and back statistical data of the accidents and the investigations. It must be stated that, in case of the occurrence of an incident or accident, activities can only be restarted once conditions are safe and we can count with all the implemented controls. All this procedure is informed to each one of the people in the Company for their knowledge and understanding, ensuring everyone's safety, minimizing accidents.

Also, we count with the following channels to notify unsafe acts or conditions that could affect integrity:

- **Hortifrut online:** free telephone line (can be anonymous).
- **Telephone call or WhatsApp message direct from the area:** cell phone that directly communicates with one of the area supervisors (can be anonymous).
- **Complaints box:** Letter boxes installed in different areas through which workers can communicate a grievance, complaint or suggestion (can be anonymous).
- **Through the supervisor:** workers can communicate the presence of risks directly with their supervisor.





In the specific case of Peru, by legal mandate, subsidiaries count with matrixes for identification of dangers, risk evaluation, determining of HSW controls (also called IPERC), which are developed by each workstation and each activity performed by the evaluated position. These matrixes are developed in a joint manner by SIGMA area personnel and the workers and supervisors of each workstation. They are also verified by chiefs and approved by area management and by the Work Health and Safety Committee.

IPERC matrixes are published so that all the workers have free access to this information:

- Workers can directly request the information from their supervisor or by reaching out to SIGMA's office at each one of the work sites.
- Workers can access IPERC matrixes through a web application by scanning a QR code located on the advertising totems located at each site.
- The summary that contains the most relevant information (work station, activity, risk, consequence and control) is published at each one of the areas where fixed personnel are located, using a traffic light format that allows to differentiate high risks (red color), medium risks (amber color) and low risks (green color).

IPERC matrixes are checked at least once a year and/or when the inclusion of a new work position, a new activity, a change in the organization, technology, procedures is required or another motive that presents new risks.

The Company counts with a medical services area that forms part of Human Resources Management and is directed by an occupational doctor. This area is in charge of the medical attention service at each plant, and the aspects related to occupational health.

## **EMPLOYEES TRAINING REGARDING OCCUPATIONAL HEALTH AND SAFETY**

Hortifrut counts with a Communications and Training area, which is in charge of preparing and planning the execution of an Annual Training Plan, which includes health and safety topics at work, as well as the formation of *"Trainers"* within the different areas of the Company.

Below we detail the topics of the training provided during 2020:

- SSOMA Induction
- Accident investigation
- Safe handling of agricultural machinery
- Solar protection and summer plan
- Correct use of EPPS
- Use of extinguishers
- Safety in the manipulation of pesticides
- SSO management system
- PPAA in the case of bee stings
- Correct manipulation of load
- Order and cleanliness of areas
- Dangers and risks when manipulating lawn edgers and lawn mowers



- Electrical risk
- Ergonomics
- Emergency brigade
- Safety of high risk work
- Safe handling of small vehicles
- Training regarding COVID-19 protocol and what to do if related symptoms appear
- Emergency plan
- Safety measures for driving during rain
- Safety measures for pruning tasks
- Safety measures for use of mixing cone and tools
- Application of agro-chemicals
- First aid and basic life support
- Work exercise / training (active pause)
- Health damage associated with the use of computers
- Healthy lifestyle
- Musculoskeletal disorders at work
- Health damage due to noise at work
- Blood pathogens
- Snake bites
- Defensive driving
- Handling of dangerous substances
- Fire prevention and control
- Risk prevention supervision and leadership
- Forklift machinery operation

### **PREVENTION AND MITIGATION OF OCCUPATIONAL HEALTH AND SAFETY, IMPACTS DIRECTLY LINKED BY TRADE RELATIONSHIPS**

As part of the planning of activities and the management of the program's budget, Hortifrut counts with an Annual Activities Plan which allows to establish the minimum actions to obtain adequate occupational risk prevention and compliance with the legal mandates.

Each of the subsidiaries counts with a Work Health and Safety Committee constituted as per the valid legal standards in matters of Labor Health and Safety. These Committees are bipartite and joint, which means they count with the same number of representatives chosen by the workers in secret and direct voting, and by representatives designated by the employer from among leading and trustworthy personnel.

The Committees count with a validity of two years and perform, as a minimum, ordinary meetings once a month and other extraordinary meetings when needed. At the meetings, Committee members check progress related with the activity and inspection programs, as well as the tendencies of statistics related with accident rate and training. Committees also approve the planning tools of the Health and Safety Management System such as Policy, Internal Ruling, Risk Matrixes, Annual Activities Plan and Program and the Annual Training Program.

The Committee members, as well as receiving an identification that accredits and empowers, participate in activities such as risk prevention campaigns, inspections at work areas, investigations of accidents and visits from supervisors performed by the work authority, for which they receive specific training related with their functions and responsibilities.

WORK RELATED INJURIES

PERU OLMOS

	2018		2019		2020	
	Workers	Employees	Workers	Employees	Workers	Employees
Workers	18,203	1,053	21,886	2,326	26,250	2,289
Worked hours	2,720,116	219,024	2,428,621	483,808	3,025,913	428,740

	2018		2019		2020	
Incidents	41		15		10	
Dangerous incidents	0		0		0	
Mild accidents	21		18		17	
Incapacitating Accidents	20		22		14	
Deadly	0		0		0	
Days of medical leave	225		146		502	
Frequency index	6.8		7.6		4.1	
Severity index	76.6		50.1		145.3	
Accident rate index	0.5		0.4		0.6	

PERU TRUJILLO

	2020
Worked hours	15,016,902

	2020
Accidents	138
Days of medical leave	590
Frequency index	9.19
Severity index	39.29
Accident rate index	0.35

Considering as a reference the accident rate index in the mining sector (1.66), since this sector is one of the most demanding under SSOMA, we can observe that for both subsidiaries, this indicator is much lower than the average, which shows how complete and developed Hortifrut’s health and safety program is.

In the case of Chile, there are a total of 1,008 reports due to accidents where the main causes are:

- Traumatic blows, entrapment and contact
- Falls same level
- Chemical inhalation, intoxication and other contacts
- Exposure to electricity, radiation, pressure, hot and cold
- Falls different level and aggressions
- Fall high altitude and transit



## TRAINING

### AVERAGE HOURS OF TRAINING PER YEAR PER EMPLOYEE







Hortifrut’s collaborators are constantly training in relevant topics, looking to support professional development and performance, as per their needs and abilities that are necessary for their work positions.



















Some of the main training topics during 2020 were: standards, office automation, languages, Hortifrut own learning, quality of life and leadership, among other areas of training encouraged by the Company.

### PROGRAMS TO IMPROVE THE ABILITIES OF EMPLOYEES








TRAINING AREAS	NUMBER OF PERFORMED COURSES	PERCENTAGE OF COURSES REALIZED PER AREAS
Development of personal abilities	3,922	23%
Development of technical abilities	2,278	14%
Standard	4,449	27%
Office automation	915	5%
Language	169	1%
Hortifrut own learning	3,375	20%
Quality of Life	1,418	8%
Leadership	210	1%

### AVERAGE HOURS OF TRAINING PER EMPLOYEE AND PROFESSIONAL CATEGORY

						
Managers/Vice-managers	35	28	73	9	2	2
Chiefs	107	103	82	1	-	3
Professionals/Analysts	106	130	72	2	4	3
Operating administrative	318	220	116	-	2	-

	  	  	  	  	  	  	TOTAL
Number of trained people	374 192	289 192	309 84	8 4	5 3	2 6	987,481
Total	566	481	393	12	8	8	1,468
Hours invested in training	9,850	41,717	7,524	525	23	202	59,841
Invested amount (US\$)	70,254	239,077	63,109	3,531	1,500	677	378,148

PERCENTAGE OF EMPLOYEES THAT RECEIVE REGULAR PERFORMANCE AND PROFESSIONAL DEVELOPMENT EVALUATIONS

		ADMINISTRATIVE OPERATORS	MANAGERS VICE-MANAGERS	CHIEFS	PROFESSIONALS ANALYSTS	GENERAL TOTAL
	Female	4.6%	0.1%	0.2%	0.7%	5.6%
	Male	5.2%	0.1%	0.6%	0.4%	6.4%
	<b>Total</b>	<b>9.8%</b>	<b>0.2%</b>	<b>0.8%</b>	<b>1.1%</b>	<b>11.9%</b>
	Female	5.5%	1.3%	3.4%	4.6%	14.7%
	Male	11.5%	1.8%	5.5%	5.5%	24.2%
	<b>Total</b>	<b>16.9%</b>	<b>3.1%</b>	<b>8.8%</b>	<b>10.1%</b>	<b>38.9%</b>
	Female	0.0%	0.0%	0.0%	0.0%	0.0%
	Male	0.0%	0.1%	0.0%	0.0%	0.1%
	<b>Total</b>	<b>0.0%</b>	<b>0.1%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.1%</b>
	Female	0.0%	0.0%	0.0%	0.0%	0.0%
	Male	0.0%	0.1%	0.0%	0.0%	0.1%
	<b>Total</b>	<b>0.0%</b>	<b>0.1%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.1%</b>
	Female	2.3%	0.1%	1.6%	1.9%	5.8%
	Male	3.1%	0.7%	2.5%	2.8%	9.1%
	<b>Total</b>	<b>5.4%</b>	<b>0.8%</b>	<b>4.1%</b>	<b>4.7%</b>	<b>14.9%</b>
	Female	2.9%	0.1%	2.2%	3.2%	8.4%
	Male	8.5%	1.5%	7.1%	7.3%	24.4%
	<b>Total</b>	<b>11.4%</b>	<b>1.6%</b>	<b>9.3%</b>	<b>10.5%</b>	<b>32.7%</b>
	Female	0.1%	0.1%	0.2%	0.2%	0.5%
	Male	0.0%	0.4%	0.2%	0.2%	0.8%
	<b>Total</b>	<b>0.1%</b>	<b>0.5%</b>	<b>0.4%</b>	<b>0.4%</b>	<b>1.3%</b>
<b>General Total</b>		<b>43.6%</b>	<b>6.35%</b>	<b>23.3%</b>	<b>26.74%</b>	<b>100.0%</b>



# DIVERSITY

## DIVERSITY IN GOVERNMENT ORGANISMS AND EMPLOYEES

Hortifrut maintains the belief that its collaborators are its most valuable asset, so it is permanently monitoring the management of diversity in topics of gender equity, inclusion and non-discrimination.

The Company understands that the own characteristics of each collaborator provide different visions in each area and are complemented, generating a diversity and richness of views and focus when facing multiple challenges. In this same path, female participation plays a fundamental role at all the levels of the Company. The contribution of women to the workforce is vital and facilitates in employment so that more and more women can participate in the labor force, should be a focus for all the companies in Chile and the world.

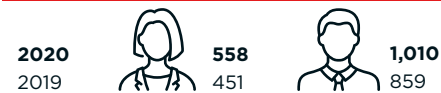
Hortifrut permanently aims to reduce the gender gap and to regulate equity in remunerations, as well as compensation policies at each of its subsidiaries.

Below we present a detail of the diversity of employees at Hortifrut's plant and its management team, in relation to number of people per gender, nationality, age range and years in the Company:

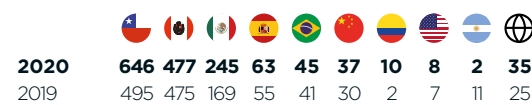
### ORGANIZATION

(1,568 PEOPLE IN TOTAL)

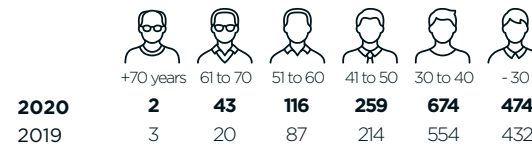
#### GENDER



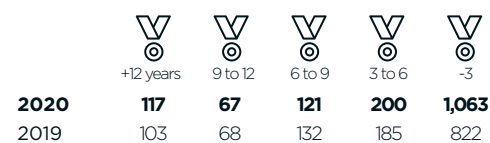
#### NATIONALITY



#### AGE RANGE



#### YEARS IN THE COMPANY



### MANAGEMENT

(63 PEOPLE IN TOTAL)

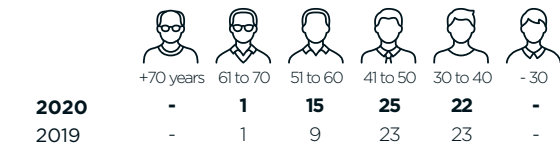
#### GENDER



#### NATIONALITY



#### AGE RANGE



#### YEARS IN THE COMPANY





BASE SALARY AND REMUNERATION RATIO OF WOMEN COMPARED TO MEN

During 2020, Hortifrut, with the advisory of Mercer Consulting and Compensa Chile, maintained the continuity of the work position evaluation process, in order to establish a policy of equal compensation at all the levels of the Company, which allows comparability at an international level. For this a regional salary structure was defined, as per the Company's knowledge, defining salary bands from A to N.

The following table indicates the remuneration percentage of women compared to men in the same level of professional percentage, using existing personnel as of December 31, 2020:

LEVEL	CATEGORY	% REMUNERATION WOMEN VS MEN
N	Corporate General Managers	0%
K	Front Line Executives	92%
J	Corporate Managers	76%
I	Area Managers	82%
H	Vice Managers	79%
G	Front Line Chiefs	85%
F	Professionals/Functional Chiefs	110%
	Professionals/Senior Chiefs	93%
	Support Professionals	85%
E	Operational Chiefs	117%
D	Senior Analysts	80%
C	Analysts	98%
	Supervisors	106%
	Technical	108%
B	Assistants	103%
	In Charge	115%
A	Administrative	88%
	Operators	92%
TOTAL		95%

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 wage gap at Hortifrut continues to decrease, 2 percent in relation to the previous period, almost in the medium of the general total (100%). There are only 6 levels where men surpass women in salary, also decreasing the internal gap that was observed in these levels in previous years. The differences are mainly explained by years in the positions, the education level and the diversity of the responsibilities associated to these.

These responsibilities as per the area where each person works will depend, among other factors, on the number of hectares they are in charge of, fruit volumes to be packed, money management, work teams under their charge and the access to the Company's strategic information.

It is necessary to mention that Hortifrut, in its constant challenge to decrease gender gaps, has shown great progress during the year, which we expect to surpass during 2021.

## **SOCIAL PROGRAMS**

### **OPERATIONS WITH LOCAL COMMUNITY PARTICIPATION, IMPACT EVALUATIONS AND DEVELOPMENT PROGRAMS**

Hortifrut is actively involved with the community near its installations, looking out to generate a positive impact at the local communities and to have an active role for its neighbors. Thereby, the Company has a series of initiatives that will allow it to maintain a good relationship, together with providing different benefits that improve the quality of life of the families and peoples.

#### **COVID-19 PREVENTIVE MEASURES AND PROTOCOLS PROGRAM**

The program was implemented in a progressive manner from the start of the pandemic and includes the following practices: home office modality for administrative personnel, groups and shift work at productive areas, elaboration of action protocols for suspicious and confirmed cases, providing of EPP, in-person and online training regarding COVID-19 prevention, weekly communication with tools to facilitate new work modalities, handling of crisis situations, illness prevention, creation of COVID-19 brigades and committees (both for the design of new practices as well as the application of these), elaboration of risk matrixes, handling of statistics and surveys for collaborators. This initiative which was promoted at the subsidiaries in Chile, Peru and Mexico had a scope of 900 people, impacting collaborators and their families.

#### **MENTAL PEACE HEALTH PROGRAM**

Psychological telephone support 24x7 was placed at the disposition of collaborators and their relatives, oriented to providing attention in situations of crisis and at a preventive level, encouraging self-care and the early detection of alert indicators. Furthermore, and as a way to provide practical tools, a work plan was designed which included mental health capsules, courses, webinars, videos, and communications (leader handbooks and home office guide), where we provided applicable methodologies for stress handling, efficient use of time, relaxation techniques, handling of crisis and exercises for guided active pauses during the work schedule, among other initiatives. This initiative which was promoted at the subsidiaries in Chile, Peru and Mexico had a scope of 900 people, impacting collaborators and their families.



## INFLUENZA VACCINATION PROGRAM

Between the months of May and June, in order to prevent respiratory illnesses in the context of the pandemic, Hortifrut performed a vaccination campaign for its collaborators and their relatives in Chile, achieving a coverage of 546 benefitted (421 collaborators and 125 relatives).

## SUPPORT PROGRAMS FOR COMMUNITIES IN TIMES OF PANDEMIC IN CHILE, PERU AND MEXICO

Due to the emergency that Chile, Peru and Mexico are going through because of the COVID-19 pandemic, Hortifrut went in the aid of neighboring communities at its operations in these countries. These support programs were focused on three main areas:

- **Nutrition Area:** the help consisted of the providing of food and supplies boxes, monetary donations for common pots and/or community kitchens and donations of fruit, benefiting the Company's workers, their families and inhabitants of the communities that surround our fields and packings.
- **Health Area:** in this scope, Hortifrut performed donations of health kits (gloves, waterproof aprons, masks and facial protectors) and disinfection kits, oriented to health personnel at public medical centers, rural hospitals and hospitals, fire brigades and police in Chile, Peru and Mexico. Additionally, sanitization of streets and avenues were donated in the neighboring localities to the Company's operations, in coordination with the local authorities, with the objective of avoiding the spreading of COVID-19, in Peru and Mexico. On the other hand, we contributed to the expansion of COVID-19 areas at the *EsSalud Víctor Soles García* hospital in Viru, Peru, through the donation of hospital beds and oxygen supplies, to which we add the donation of fast tests and oxygen for medical centers, and help in the mobility of medical personnel in this locality: donations were made to implement a molecular test laboratory in Trujillo, Peru, and the *YO ME CUIDO* medical campaign took place at Chao and Salaverry, Peru, together with the agro-industrial companies that belong to APTCH, oriented to the prevention of COVID-19 with supplies of Ivermectina, influenza vaccines and screening in charge of doctors.
- **Education Area:** Tablets, cell phones and connection chips for internet were donated to facilitate access to educational contents through technology and in a remote matter, focused on rural schools in Chile.

## CHRISTMAS TREE / CHRISTMAS WITH MEANING

As every year, *El Árbol de los Sueños* campaign took place, which aims to have a Christmas with meaning, providing gifts for children in vulnerable conditions at localities close to the Company's operations. This year 73 children from the *Marina Rojas Sandoval de Huelón* school, Curepto, Chile, were benefitted.

## COMPLIANCE

### NON-COMPLIANCE OF LAWS AND STANDARDS IN THE SOCIAL AND ECONOMIC SCOPES

In reference to Chile, Peru and Mexico, we have not had any non-compliance or sanctions in the social and environmental scope.


# ENVIRONMENT




For this section it must be considered that the stated indicators have the coverage of the subsidiaries in Chile, Peru and Mexico. The data was gathered through a digital platform where there are key people in charge and actors at each of the subsidiaries, who are in charge of uploading the information in a monthly manner and thereby following up the different environmental indicators.

## MATERIALS, SUPPLIES AND WASTES


### USED MATERIALS BY WEIGHT OR VOLUME

Main supplies used in the production of our Berries:








JUL20 - DEC20		CHILE 	PERU 	MEXICO 
RAW MATERIALS	FRUIT (TONS)	7,000	34,500	4,500
SUPPLIES	PACKING (TONS)	1,173	6,013	890
VIRGIN		55%	58%	51%
RECYCLED		45%	42%	49%

JUL19-JUN20		CHILE 
RAW MATERIALS	FRUIT (TONS)	15,000
SUPPLIES	PACKING (TONS)	2,710
VIRGIN		52%
RECYCLED		48%




RESIDUES PER TYPE AND ELIMINATION METHOD

	JUL20 - DEC20	CHILE 	PERU 	MEXICO 
	TOTAL RESIDUES (TONS)	332	1,063	322
	MUNICIPAL RESIDUES (TONS)	320	249	317
	DANGEROUS RESIDUES (TONS)	1	177	-
	RECYCLED RESIDUES (TONS)	11	637	15
	JUL19 - JUN20	CHILE 		
	TOTAL RESIDUES (TON)	316		
	MUNICIPAL RESIDUES (TON)	304		
	DANGEROUS RESIDUES (TON)	3		
	RECYCLED RESIDUES (TON)	10		

ENERGY

ENERGY CONSUMPTION WITHIN THE ORGANIZATION

For effects of energy consumption, there are five main energy entrances: diesel, gasoline, GLP Kg, GLP Lts and electricity. For each of these points their values are the following:




	JUL20-DEC20	CONVERSION FACTOR (MJ/X)	CHILE (MJ)	PERU (MJ)	MEXICO (MJ)
	DIESEL (LTS)	38.65 MJ/LT	4,425,857	21,296,629	6,682,478
	GASOLINE (LTS)	34.78 MJ/LT	799,641	4,076,943	3,102,036
	GLP (KG)	14.29 MJ/KG	119	11,118	31,311
	GLP (L)	28.7 MJ/LT	2,583	-	-
	ELECTRICITY (KWH)	3.6 MJ/KWH	6,573,836	45,302,310	9,850,725
	TOTAL ENERGY	-	11,802,036	70,687,000	19,666,550
	JUL19-JUN20	CONVERSION FACTOR (MJ/X)	CHILE (MJ)		
	DIESEL (LTS)	38.65 MJ/LT	7,353,201		
	GASOLINE (LTS)	34.78 MJ/LT	1,397,008		
	GLP (KG)	14.29 MJ/KG	492		
	GLP (LTS)	28.7 MJ/LT	6,027		
	ELECTRICITY (KWH)	3.6 MJ/KWH	20,423,423		
	TOTAL ENERGY	-	29,180,152		




ENERGY INTENSITY

For the Company’s energetic intensity, the ratio of the total energy consumption parameters of each subsidiary and the tons of fruit produced are considered.



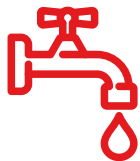
JUL20-DEC20	CHILE 	PERU 	MEXICO 
TOTAL ENERGY CONSUMPTION	11,802,036	70,687,000	19,666,550
INTENSITY OF ENERGY PER PRODUCED TON	1.72	1.56	1.99




  

JUL19-JUN20	CHILE 
TOTAL ENERGY CONSUMPTION	29,180,152
INTENSITY OF ENERGY PER PRODUCED TON	1.94


WATER

WATER EXTRACTION AND CONSUMPTION



JUL20-DEC20	CHILE 	PERU 	MEXICO 
WATER CONSUMPTION (M³)	1,476,897	15,532,068	3,089,665
HECTARES	682	1,898	2,118
CONSUMPTION/HECTARES	2,166	8,187	1,459




JUL19-JUN20	CHILE 
WATER CONSUMPTION (M³)	1,431,812
HECTARES	682
CONSUMPTION/HECTARE	2,099

EMISSIONS


GREENHOUSE EFFECT GAS EMISSIONS

Hortifrut has begun to lift its carbon footprint at a corporate level, so there is referential data for the last 6 months of 2020 for the subsidiaries in Chile, Peru and Mexico.



JUL20-DEC20	CHILE 	PERU 	MEXICO 
SCOPE 1 (TONCO <sub>2</sub> EQ)	4,940	2,086	5,230
SCOPE 2 (TONCO <sub>2</sub> EQ)	713	4,041	2,015
SCOPE 3 (TONCO <sub>2</sub> EQ)	17,430	20,690	8,833
TOTAL EMISSIONS	23,083	26,817	16,078






JUL19-JUN20	CHILE 
SCOPE 1 (TONCO <sub>2</sub> EQ)	5,631
SCOPE 2 (TONCO <sub>2</sub> EQ)	2,215
SCOPE 3 (TONCO <sub>2</sub> EQ)	24,417
<b>TOTAL EMISSIONS</b>	<b>32,263</b>

The indicators and factors to calculate the carbon footprint were extracted from Energy Ministry of Chile, Ecoinvent and IPCC.


INTENSITY OF PRODUCED CARBON OVER PRODUCED KILOS OF FRUIT



JUL20-DEC20	CHILE 	PERU 	MEXICO 
INTENSITY (TONCO <sub>2</sub> EQ/KG)	3.38	0.78	3.56
JUL19-JUN20	CHILE 		
INTENSITY (TONCO <sub>2</sub> EQ/KG)	2.14		





EMISSIONS OF SUBSTANCES THAT DEplete THE OZONE LAYER (SAO)

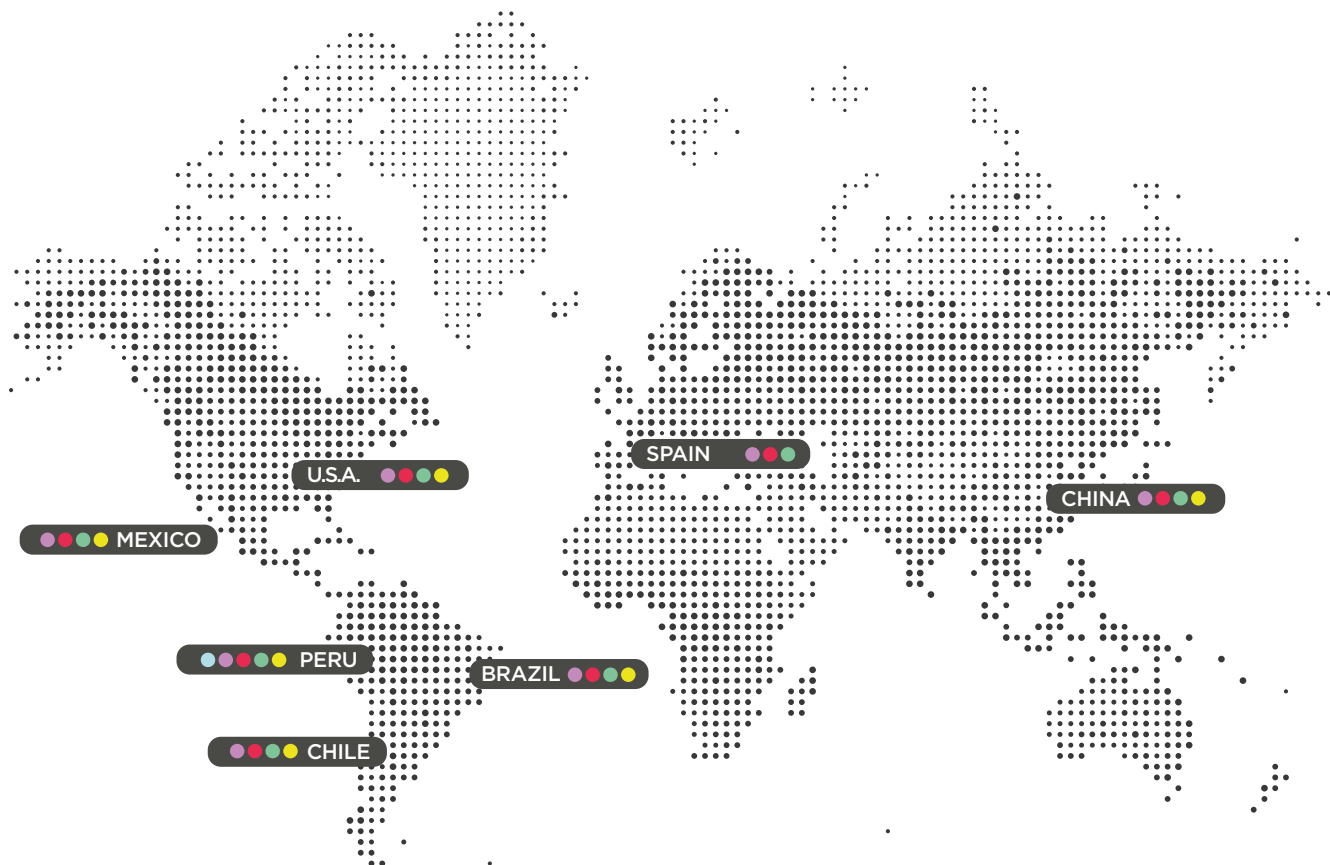


JUL20-DEC20	CHILE 	PERU 	MEXICO 
SAO (KGCFC 11)	34,968	65,297	25,107
JUL19-JUN20	CHILE 		
SAO (KGCFC 11)	4.29		

NITROGEN OXIDE (NOX), SULFUR OXIDE (SOX) AND OTHER SIGNIFICANT EMISSIONS INTO THE AIR



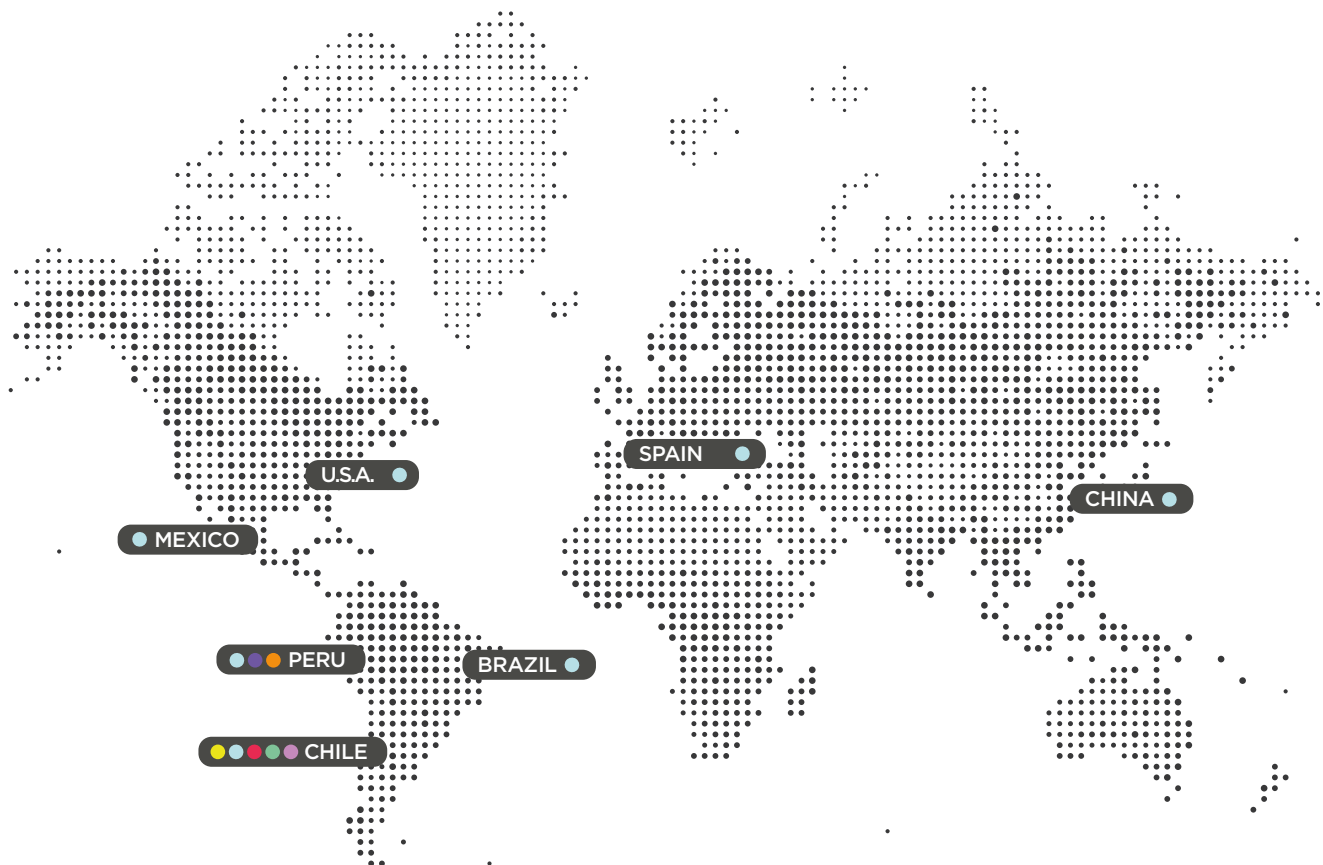
JUL20-DEC20	CHILE 	PERU 	MEXICO 
VOC (KGNMVOC)	83,802	145,862	61,011
PM10 (KGPM10 EQ)	34,968	65,297	25,107
JUL19-JUN20	CHILE 		
VOC (KGNMVOC)	155,034		
PM10 (KGPM10 EQ)	78,904		



**CULTURE**  
INVESTMENT  
US\$182,417



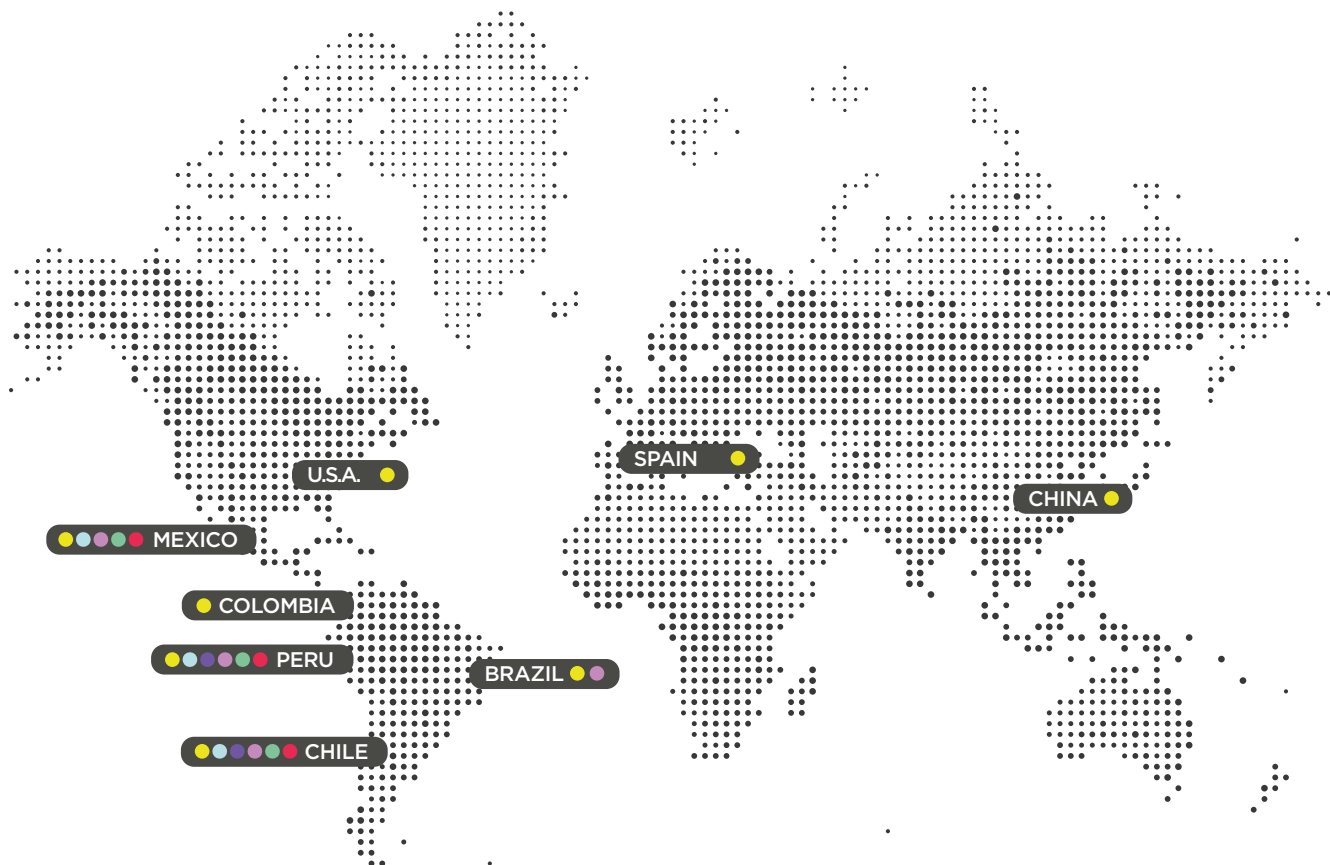
- Program: Symphony for Peru  
**259 benefitted people**
- Hortifrut Corporate Culture Initiative  
**1,221 collaborators**
- Badge Program: recognition among collaborators  
**439 recognitions**
- Development process of the "lets talk to sow and reap" initiative  
**1,239 collaborators**
- 'BerryConnect' People Management Digital platform  
**12,620 monthly visits**



**EDUCATION**  
INVESTMENT  
US\$1,794,501



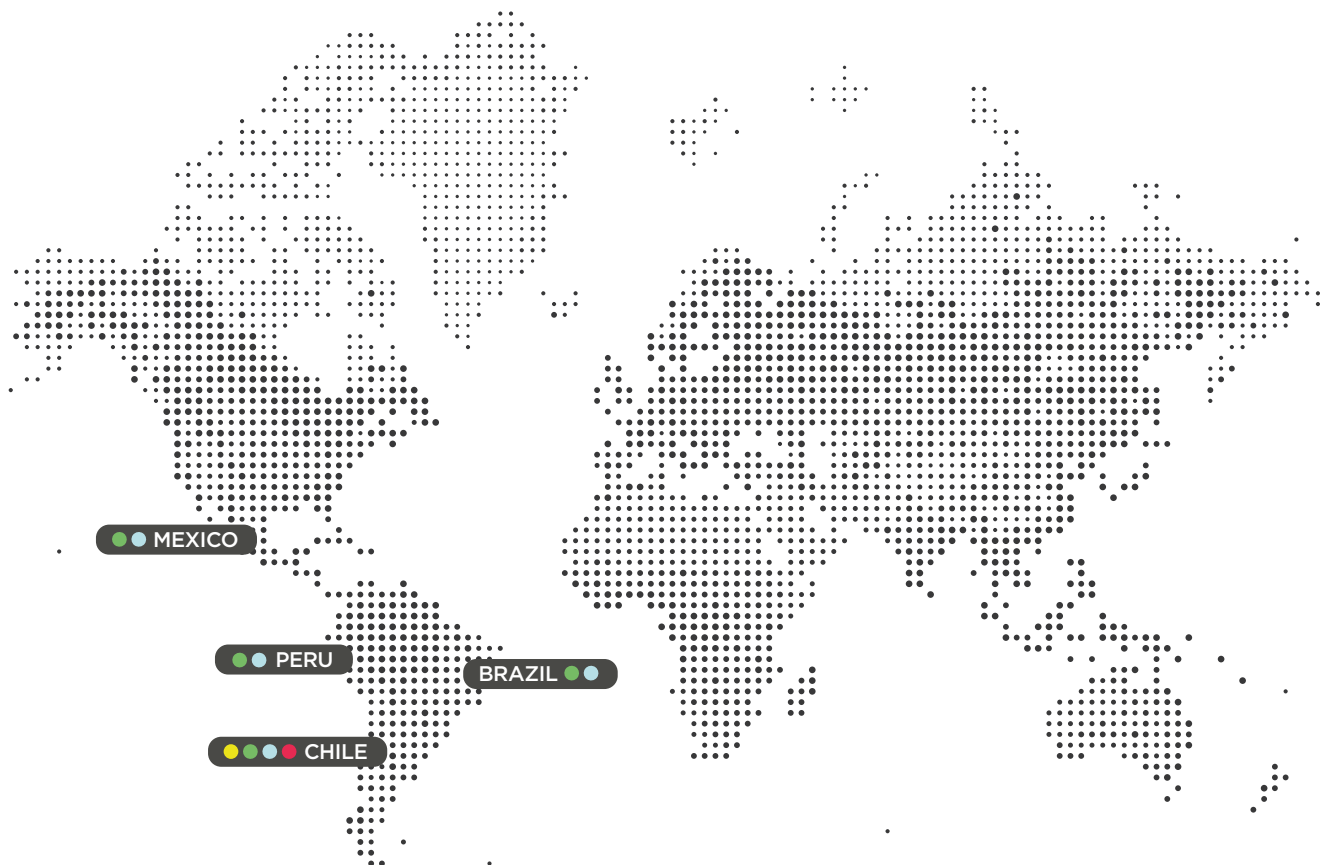
- Technological Donation: Tablets, cellular phones and chips with internet connection for remote education  
**431 benefitted**
- Permanent collaborators training program  
**1,468 collaborators**
- 'What a Teacher' program  
**21 teachers / 4,049 children**
- Rural Internet Antennas  
**2 localities (Virquenco, Putaendo)**
- Academic Performance Prize for the children of collaborators  
**38 benefitted**
- 'Digital Transformation' Program, providing of tablets for collaborators at agricultural plants  
**152 collaborators**
- 'MoreCribbs' Construction of Kindergartens for the local community of Agroindustrial de Chao  
**240 children**



**HEALTH**  
INVESTMENT  
US\$ **354,522**



-  Prevention and action plan for operational continuity: to face the 2020 pandemic situation  
**1,221 collaborators**
-  Mental Peace Health Program  
**1,088 collaborators**
-  Influenza Vaccination Program  
**634 collaborators and relatives**
-  Support Program for Local Communities: Food  
**11,824 benefitted people**
-  Support Program for Local Communities: Sanitization of localities near the operations  
**14 localities**
-  Donation COVID Supplies/Infrastructure/Transport medical center  
**405 benefitted people**



**ENVIRONMENT**  
INVESTMENT  
US\$128,204



- Renewable energies: 18 photovoltaic plants  
**53% Energetic replacement**
- Gathering of Sustainability Indicators: B Impact Evaluation Tool  
**58 operations: agricultural - packing - offices**
- Carbon footprint  
**1.4 CO<sub>2</sub> x produced kilo**
- Hydric footprint  
**439 Lts x produced kilo**
- B Corporation Certification  
**1 Subsidiary**

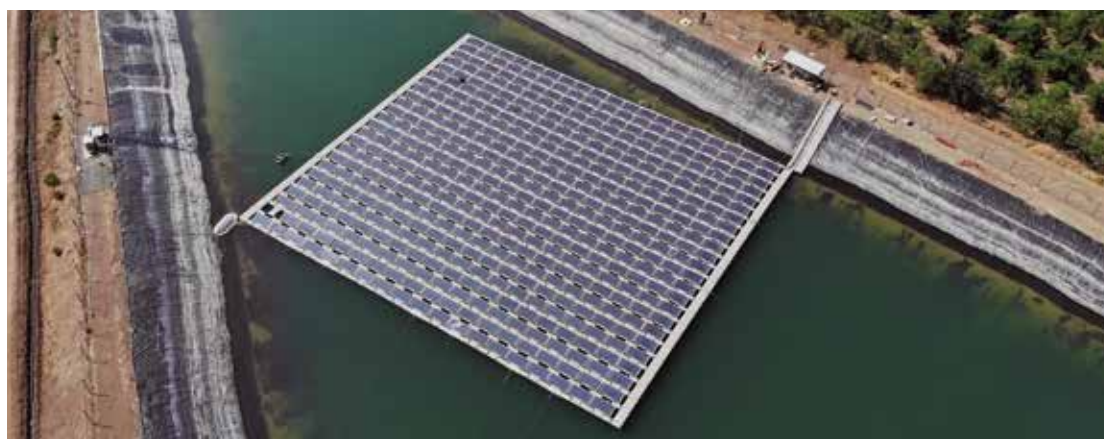




Food support to our producers in Mexico.



Donation of an oxygen bench to the health post of the Ministry of Health in Chao, Peru.



Floating photovoltaic plant, located in Agrícola Mataquito, Putaendo.





Academic Performance Award, Chile.



Donation of fruit and masks to Asilo de Ancianos Las Vicentinas, Mexico.



YO ME CUIDO medical campaign, Chao and Salaverry, Peru.



YO ME CUIDO medical campaign, Chao and Salaverry, Peru.



Sanitation in communities surrounding our operations.



Delivery of Tablets to facilitate access to training at Hortifrut University, Chile.



# MILESTONES 2020





HORTIFRUT'S ENTRANCE  
INTO **B-FRUIT'S** PROPERTY,  
IN ITS STRATEGY TO  
**BOOST SALES IN EUROPE**  
EVEN MORE

**CREATION OF VITAFOODS**  
THROUGH THE MERGER  
OF **HORTIFRUT AND**  
**ALIFRUT'S FROZEN FOOD**  
**EXPORT BUSINESS** TO  
BOOST THIS  
BUSINESS UNIT

2020 SALES FOR  
**US\$689 MILLION**<sup>12</sup>

ASSETS FOR  
**US\$ 1,518 BILLION**

**83.6 MILLION**  
KILOS OF  
COMMERCIALIZED  
BERRIES

EXECUTION OF  
THE **BLUEBERRIES  
AND RASPBERRIES**  
PLANTATION  
PROJECT  
**IN MEXICO**

ACCUMULATED  
INVESTMENTS FOR  
**US\$100 MILLION**  
DURING 2020

PERMANENT  
DEVELOPMENT  
OF **NEW  
BERRIES  
VARIETIES**

<sup>12</sup> Corresponds to Income from operating activities, plus Other income, per function.



# MANAGEMENT 2020





The analysis presented below presents the financial statements as of December 31, 2020, compared with financial statements as of December 31, 2019.

During 2020 Hortifrut showed a relevant improvement in its performance. The main factors of this result are the execution of a commercial strategy through our platforms at destination markets, the strength of our genetics programs, innovation and the application of production and operation technologies, the design to optimize our production curves and the Company's financial strength.

The excellence of our commercial platforms allowed us to provide better services for our customers with new and diverse product formats, which associated to our genetics (own and licensed) allowed us to develop premium programs with fruit with better characteristics, assuring the preference of our customers and third-party producers, achieving during 2020 a 16.16% increase in distributed volume and a 1.47% increase in average sale price, which were above the market benchmarks.

Also, the use of technologies at a field and operations level at origin and destination, as well as the planted proprietary varieties, have allowed us to decrease costs and optimize our production curve in order to obtain a better market supply. Thereby, sales cost of the 83,632 distributed tons was 6.18 US\$/kg in 2020, compared with 6.61 US\$/kg for the 72,000 tons distributed in 2019.

The knowledge of the market allowed Hortifrut to maximize profitability, through an efficient planning of supply, executed through the pruning strategy, the design of the production curve and the handling of programmed harvests, which allowed an early start-up of the 2020-2021 season in Peru and which lead to approximately 35,100 tons being commercialized during the second half of 2020 from this country, which represented a 29.78% increase compared to the same half of the previous year.

Hortifrut was able to supply part of the demand of our commercial platforms in Asia and North America from fields developed to obtain competitive advantages, such as Blueberry fields in China, and Raspberry and Blueberry fields in Mexico. In the case of Mexico, the planted hectares of Centennial, own Raspberry variety developed by Hortifrut's genetics program, at own and third-party fields, has brought a significant increase in commercialized volumes, passing from 1,880 tons in 2019 to 5,347 tons in 2020.

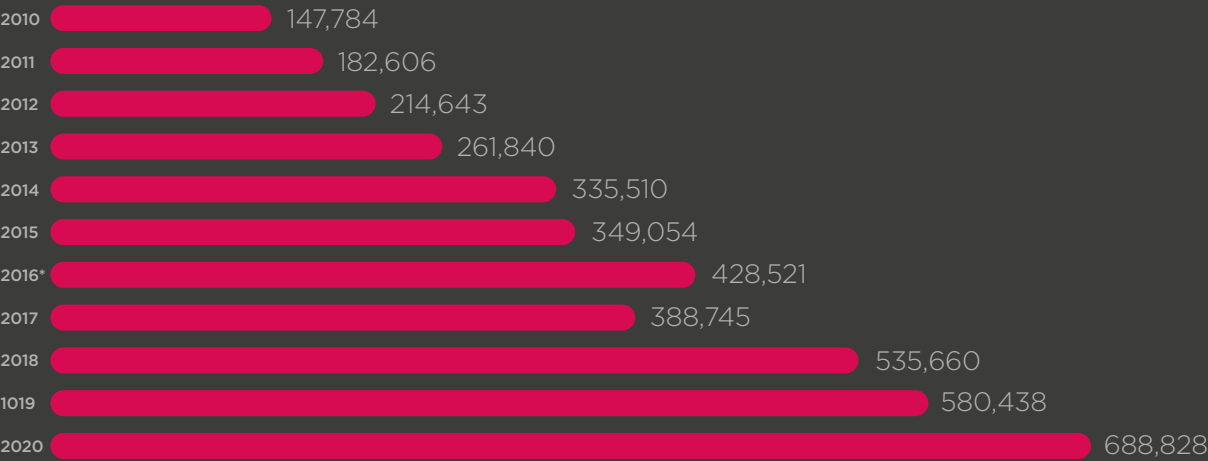
Finally, the Company has complied with the objectives traced from the financial point of view, reducing its debt ratios (net financial debt /EBITDA) from 4.3 times as of December 31, 2019 to 2.5 times as of the closing of 2020.

Operating Income, which corresponds to Income from operating activities, plus Other income, per function reached ThUS\$688,827, representing an 18.67% increase compared to the same period of 2019. This is explained by a 16.16% increase in commercialized volume, reaching 83,632 tons, while the average price per kilo experienced a 1.47% increase, both benefitting from the execution of Hortifrut's commercial strategy through its platforms at destination markets, the strength of its genetics programs and the design to optimize its production curve, especially obtaining an early production curve in Peru.



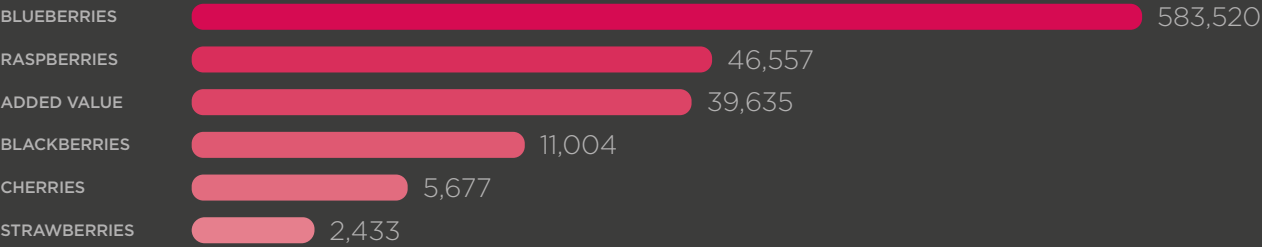
Income from the “Fresh Fruit” added segment, which includes Blueberries, Raspberries, Blackberries, Strawberries and Cherries represent 94.25% of consolidated income during 2020, slightly lower than the 94.36% in 2019. Also, sales income from the “Value Added Products” segment represents 5.75% of consolidated income as of the same date.

INCOME EVOLUTION (THOUSANDS DOLLARS)



(\*) Due to changes in accounting policies regarding the valuation method of “Bearer Plants”, the amounts of 2016 were adjusted for comparative effects.  
For greater detail, see Note 5 of the Consolidated Financial Statements as of December 31, 2017.

INCOME 2020 (THOUSANDS DOLLARS) / DETAIL PER SEGMENT



Within the “Fresh Fruit” added segment, sales from the Blueberries segment increased 14.75% reaching ThUS\$583,520 in 2020, explained by an 8.51% increase in distributed volume to 61,232, and by the increase in average price per kilo of 4.24%, passing from 7.69 US\$/kg in 2019 to 8.01 US\$/kg in 2020. The variation in distributed volume is mainly explained by the design to optimize its production curve, especially obtaining an early production curve in Peru.

Also, income from Raspberries increased 186.76% compared to 2019, reaching ThUS\$46,557 in 2020. This increase is explained by an increase in commercialized volume, which passed from 1,880 tons in 2019 to 5,347 tons a year later,



due to the start-up of production of a new surface in Mexico at own fields and third-party producers, planted with the *Centennial* variety, developed by Hortifrut. Also, income increased due to the increase in average price per kilo of 0.84%, which passed from 8.63 US\$/kg in 2019 to 8.71 US\$/kg in 2020.

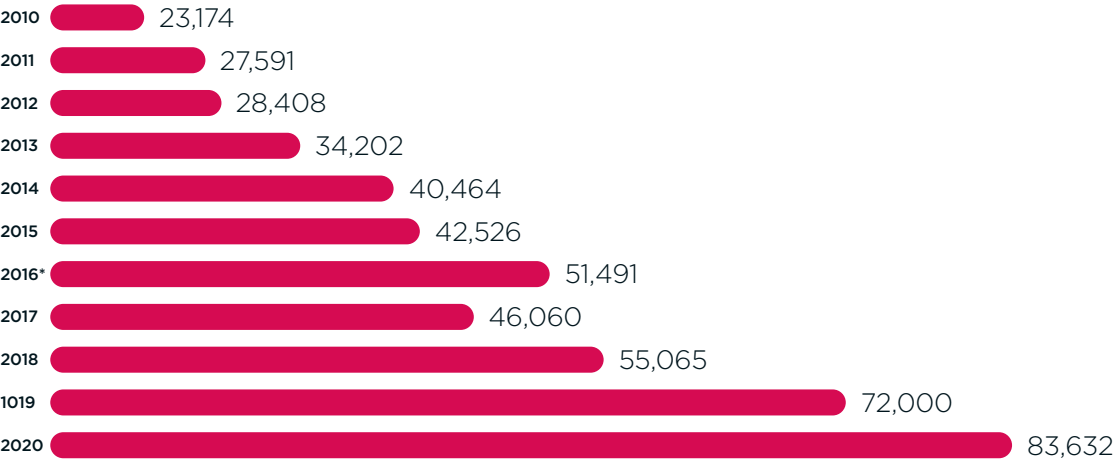
The Blackberries segment recorded ThUS\$11,004 in income, decreasing compared to the ThUS\$13,574 recorded in 2019, explained by a 17.63% decrease in commercialized volumes mainly due to a lower availability of fruit harvested in Mexico, and a 1.58% fall in average price per kilo.

Regarding Strawberries, income decreased 32.41% during 2020 compared to 2019, reaching ThUS\$2,433. The decrease is explained by a fall in distributed volume of 27.75%, mainly associated to a lower availability of fruit on the Mexican and Chilean markets. To this we add a 6.45% decrease in the average price per kilo.

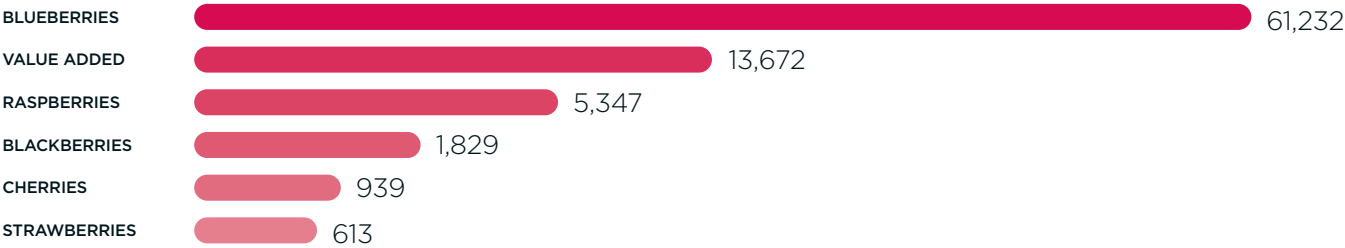
Cherries recorded a sales income of ThUS\$5,677 during 2020, decreasing 1.61% compared to 2019. This decrease in income is due to a decrease in average price per kilo of 34.17%, partly offset by a 49.47% increase in commercialized volumes.

Value Added Products recorded sales income of ThUS\$39,635 during 2020, increasing 21.07% regarding income recorded the previous year. This variation is explained by a 36.78% increase in volume, associated to the merger of the frozen food segment with Alifrut, which began impacting the income statement in the last quarter of 2020. This was offset by a decrease in the average price per kilo of 11.48%, associated to the change in the product mix of this business segment.

**DISTRIBUTED VOLUME EVOLUTION (TONS)**



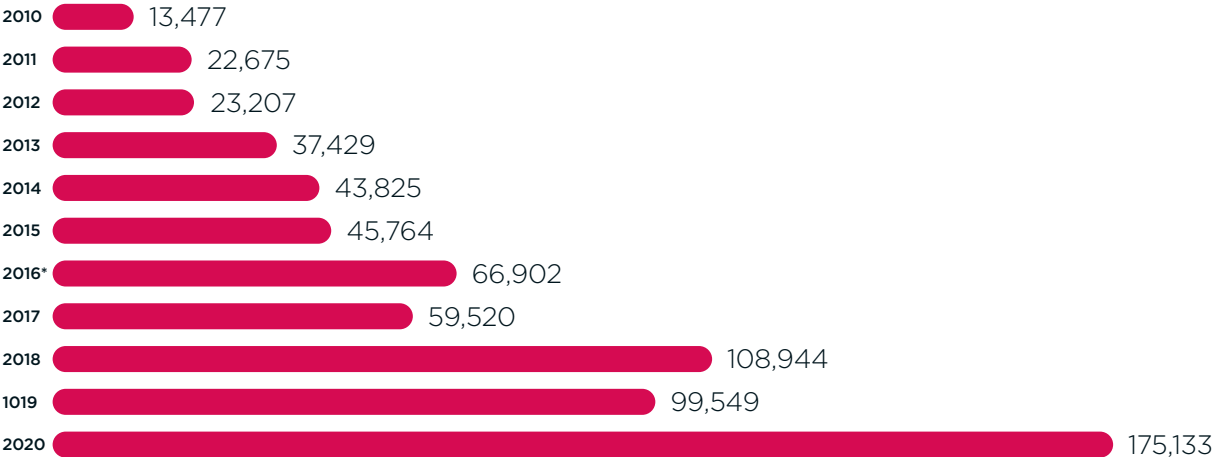
### DISTRIBUTED VOLUME 2020 (TONS) / DETAIL PER SEGMENT



EBITDA reached ThUS\$175,133 during 2020, which represents a 75.93% increase compared with the ThUS\$99,548 recorded in 2019. The higher EBITDA is mainly due to: 1) the execution of the commercial strategy through Hortifrut's platforms at the destination markets, 2) the strength of its genetics programs, which have contributed to the aforementioned increase in commercialized volume, mainly Blueberries from Mexico and China and Raspberries from Mexico and Portugal, a great part of which have been planted with Hortifrut's genetics (own and licensed), 3) the innovation and application of production and operation technologies, generating cost efficiencies of sales per kilo and improvements in the quality of the fruit, and 4) the design to optimize the production curve, especially obtaining an early production curve in Peru.

It must be stated that as of December 31, 2020, a Fair Value adjustment was recognized for fruit on bearer plants of ThUS\$649 (ThUS\$1,401 as of December 31, 2019), which net of the reversal of the adjustment recognized in 2019, impacted the 2020 EBITDA by -ThUS\$752 (-ThUS\$5,956 as of Dec19). The 2020 EBITDA, without the Fair Value of fruit effect, reached ThUS\$175,885, which represents a 66.71% increase, compared to the ThUS\$105,504 obtained during 2019.

### EBITDA EVOLUTION (THOUSANDS DOLLARS)



NOTE: EBITDA = Operating Result (excluding Impairment in the value of assets) + Depreciation



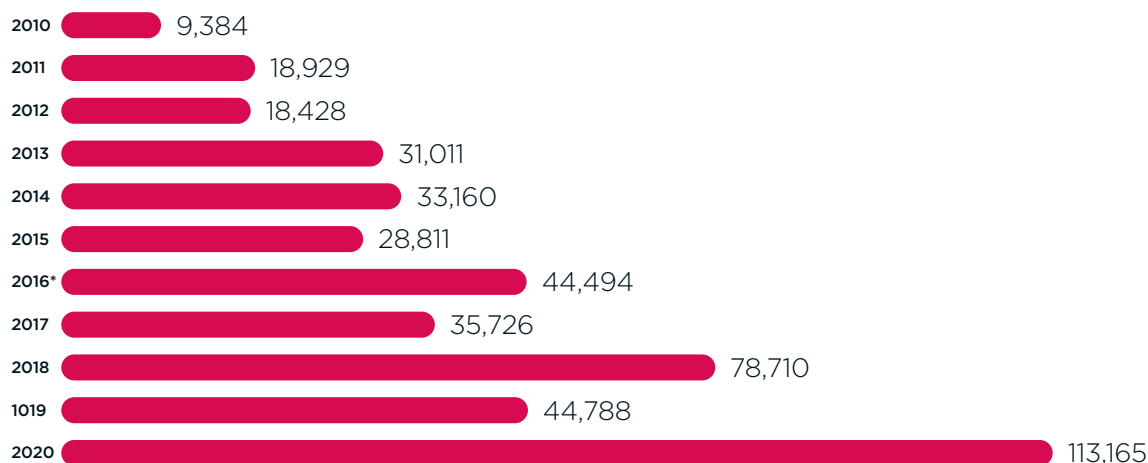
Operating Costs reached ThUS\$589,386 during 2020, recording a 9.67% increase compared to 2019. Higher costs are mainly explained by: 1) the higher commercialized volume during 2020 (+16.16%), 2) the maturity of operations where investments have been realized in the last years (mainly Mexico and China), 3) higher depreciation, also associated to higher fruit production, and 4) the higher write-off of assets due to varietal turnover and replanting. Higher costs in 2020, which were offset by a decrease in Other expenses, per function, associated to the lower reversal of fruit Fair Value adjustment, reached ThUS\$1,401 this period, compared with ThUS\$7,357 the previous period. Also, in unit terms, Operating Costs (excluding write-off) decreased from 7.44 US\$/kg in 2019 to 6.88 US\$/kg in 2020.

During 2020, the Operating Result reached ThUS\$99,441, which is compared with the ThUS\$43,041 result presented a year before. Also, the operating margin experienced an increase from 7.42% to 14.44% in the period under analysis. These increases are mainly explained by the same reasons that explain the variations in the EBITDA of the period, and was offset by the increase in depreciation and amortization, which passed from ThUS\$54,761 in 2019 to ThUS\$61,968 in 2020, and by the write-off of assets due to varietal turnovers and replanting for ThUS\$13,724 realized in 2020.

The Operating Result excluding the write-off of assets reached ThUS\$113,165 in 2020, which represented a 152.67% increase compared to 2019. The operating margin without the effect of this write-off reached 16.44%, which represented an increase in relation to the 7.72% obtained during 2019.

#### **OPERATING RESULT EVOLUTION (THOUSANDS DOLLARS)**

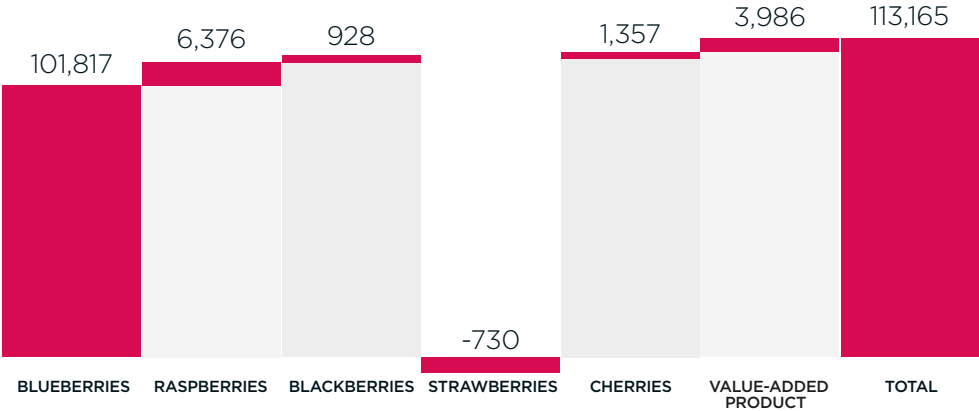
(Excluding impairment in the assets value)





**OPERATING RESULT 2020 (THOUSANDS DOLLARS) / DETAIL PER SEGMENT**

(Excluding impairment in the assets value)



Excluding Impairment in the value of assets of both periods, the Blueberries business recorded an Operating Result of ThUS\$101,817 during 2020, increasing ThUS\$60,600 compared to 2019, explained by the increase in commercialized volumes (+8.51%), by the increase in average price (+4.24%), and by the decrease in unit costs (-5.01%). As a result of the aforementioned, the operating margin experienced an increase from 8.11% in 2019 to 17.45% in 2020. Depreciation of “bearer plants” considered within the Blueberries segment during 2020 reaches ThUS\$22,213, 58.61% higher than the ThUS\$14,005 recorded during 2019 for this concept, explained by the higher volume of produced Blueberries.

The Raspberry segment recorded a positive Operating Result of ThUS\$6,376 during 2020, which is compared with the ThUS\$748 recorded a year before, mainly associated to the higher income linked to the increase in commercialized volume, which passed from 1,880 tons during 2019 to 5,347 tons during 2020. Higher income was partially offset by the increase in costs associated to said increase in volumes, even though with a reduction in operating cost per kilo from US\$8.24 in 2019 to US\$7.52 in 2020. Depreciation of “bearer plants” considered within this segment during 2020 reaches ThUS\$1,957, higher than the ThUS\$906 depreciation recorded in 2019, explained by the higher produced volume.

Blackberries Operating Result was positive by ThUS\$928 during 2020, increasing in relation to the ThUS\$187 result in 2019, mainly associated to the 8.62% fall in unit costs, which is offset by a 17.63% decrease in volumes.

Strawberries recorded a negative Operating Result equal to ThUS\$730 in 2020, compared with a ThUS\$1,200 loss recorded a year before. The lower loss of the period is explained by a reduction in costs.



The Cherries segment recorded a positive Operating Result of ThUS\$1,375 in 2020, increasing compared with the ThUS\$931 profit recorded during 2019, linked to higher own and third-party fruit volumes during 2020, and the decrease in costs. This was partially offset by lower sale prices associated to port congestion in China due to the sanitary pandemic that resulted from the COVID-19 outbreak at the beginning of 2020. Due to the aforementioned, the operating margin of this product increased from 16.14% of income to 23.90% of income during the period under analysis.

Value Added Products showed a positive Operating Result of ThUS\$3,417 during 2020, which is compared with the positive result of ThUS\$2,905 during 2019. In this period there was a 36.78% increase in volumes, associated to the merger of the frozen food segment with Alifrut, which started impacting results in the last quarter of 2020, and there was also a reduction in costs per kilo (-11.24%), offset by a reduction in the average price (-11.48%) due to the change in the product mix.

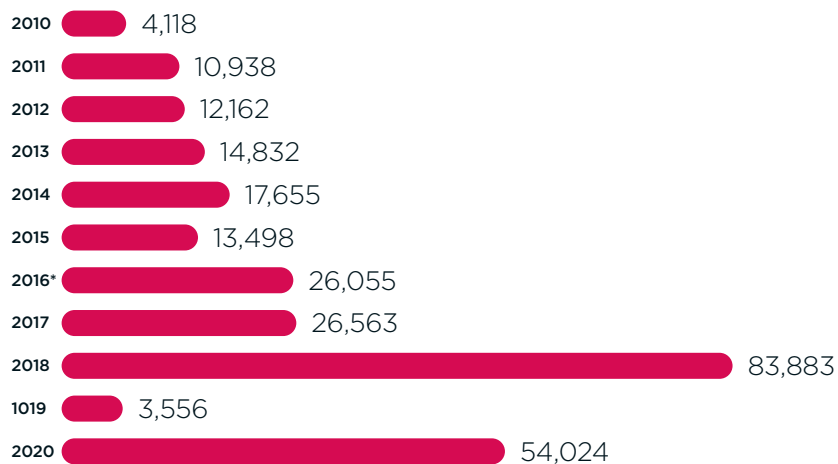
Blackberry, Strawberry, Cherry and Value-Added Product segments do not record depreciation of "bearer plants".

The Non-Operating Result recorded losses for ThUS\$22,984 during 2020, which is favorably compared with the ThUS\$31,418 loss recorded the previous year. This variation is mainly explained by the following factors:

- a. Decrease of net financial expenses of ThUS\$2,611, reaching ThUS\$21,670 during 2020, variation that is mainly explained by the decrease in market interest rates and improved financing conditions, as well as the need to finance working capital in case of a greater generation of cash from the business.
- b. Interest in profit (loss) of associated companies presented a ThUS\$114 loss as of December 2020, which is compared with a ThUS\$5,625 loss the previous year. This difference is mainly explained by the recognizing of loss for ThUS\$6,172 at the associated Munger Hortifrut NA LLC. in the United States during 2019 due to the distribution of this company's agricultural assets.
- c. Increase in Other profit (loss) of ThUS\$1,201 due to the recognizing of tax readjustment Expenses during 2019 for ThUS\$1,263.
- d. As of December 2020 a Th\$642 loss due to exchange rate fluctuation was recorded, compared with the ThUS\$247 profit in 2019. In 2020, the Chilean Peso and Euro appreciated, while the Mexican Peso and Peruvian Nuevo Sol depreciated.

As of the closing of 2020, gains attributable to the parent company equity holders of ThUS\$54,024 were recorded, representing a ThUS\$50,468 increase compared with the ThUS\$3,556 profit recorded during 2019. This improvement is mainly due to: 1) an increase in operating margin of ThUS\$56,400 due to the increase in distributed volumes and the aforementioned average sale price, as well as the aforementioned reduction in costs and expenses, and 2) a decrease in non-operating loss of ThUS\$8,434 due to the decrease in Financial Expenses of ThUS\$3,965 and due to lower loss in Interest in profits of associated companies and joint business for ThUS\$5,511. This was partially offset by the increase in gains tax expense which passed from ThUS\$920 during 2019 to ThUS\$12,139 during 2020, associated to a higher before tax result.

## GAINS ATTRIBUTABLE TO PARENT COMPANY EVOLUTION (THOUSANDS DOLLARS)



(\*) Due to changes in accounting policies regarding the valuation method of "Bearer Plants", the amounts for 2016 were adjusted for comparative effects. For more details, see Note 5 of the Consolidated Financial Statements as of December 31, 2017.

During 2020, Hortifrut performed investments for ThUS\$98,903, in new plantations (70% of the total), purchase of companies (14% of the total), infrastructure (9% of the total) and maintenance of existing plantations (8% of the total). This represents a 15% increase compared to investments performed during 2019, mainly due to the execution of the investment plan of new plantations in China and Mexico, and the incorporation of Vitafoods SpA's frozen food business.

# CHINA

In March 2017, Hortifrut signed a joint venture agreement with Joy Wing Mau Agricultural Produce Corporation (JWM), the largest industrial fruit producer in China and subsidiary of Legend Holding Corporation, to create a new company with the objective of developing and leading the fresh Berries business in Continental China.

In this business Hortifrut owns 51% of the property of the Chinese company Honghe Jiayu Agriculture Ltd., where the parties are investing in Berries plantation projects to strengthen the offer of this product and its strategic position in China y Asia. As a result of this agreement, Hortifrut has provided high quality varieties of Blueberries to be produced by this company, as well as to back local production in China with Berries from the whole world in counter-season, thus providing the most solid offer of the complete category of Berries in China during the whole year.

Also, JWM has the mission to provide the best distribution service to Hortifrut, in order to jointly attend to the best Chinese customers in the industry. JWM counts with over 20 subsidiaries, covering production, storage, logistics, imports, exports and distribution. Together with this, it has offices in 80 cities including Beijing, Shanghai and Qingdao, and 40 distribution centers throughout China, attending to over 2,000 sales points, reaching over a billion consumers.

As of December 2020, this joint venture counts with 269 hectares of planted Blueberries, of which 67 hectares were planted in 2020. Additionally, the plantation of 2 more stages have been approved to complete the total 500 hectares, with which total investment of this project is estimated at ThUS\$125,000.



# MEXICO

In addition to the surface that the Company has planted in Mexico, during 2020 it expanded its operations and Berries varieties in this country, for its commercialization during the spring window in the North American market, with the objective of strengthening its commercial platforms and satisfying the growing demand for the Company's products.

Within this project 491 hectares of Blueberries, 200 hectares of Raspberries and 25 hectares of Blackberries were planted in the states of Jalisco and Sinaloa, for the total amount of ThUS\$67,000, without having a significant remaining investment for 2021.



With these important previously detailed investments, Hortifrut continues along its path to assure secure, opportune and quality supply for our customers during the 52 weeks of the year.

The background of the page features large, stylized letters in black and gray. The letters 'A', 'D', 'N', and 'F' are visible, with 'A' and 'D' at the top and 'N' and 'F' at the bottom. The text 'ADDITIONAL INFORMATION' is centered over the middle of these letters.

# 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.

## INCORPORATION 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 *Registro de Valores* of the *Registro de Comercio del Conservador de Bienes Raíces de Santiago* folio 14.913 number 11.912 of 1999, and was published in the *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 *Registro de Valores de la Superintendencia de Valores y Seguros (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 *Registro de Valores*. 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 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 joint-stock company. An extract of the stated deed was inscribed under Folio 22.699 number 15.912 in the *Registro de Comercio del Conservador de Bienes Raíces de Santiago* corresponding to 2012 and was published in the *Diario Oficial* dated April 11 of the same year.

Dated June 13, 2012, the SVS inscribed the Company in its corresponding *Registro de Valores* under N°1.096. On this same date, the issuance of the Company's shares was inscribed in the *Registro de Valores* under N°959, shares that were inscribed to be traded on the markets for emerging companies.







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 *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 17.749 number 12.067 of 2008, and published in the *Diario Oficial* dated April 23, 2008. The stated deed was rectified, rectification that was inscribed in the *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 19.484 number 13.254 of 2008, and published in the *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 *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 45.229 number 31.138 of 2008, and published in the *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 *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 2.870 number 1.903 of 2009, and published in the *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 *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 34.780 number 23.799 of 2009, and published in the *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 *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 34.750 number 23.788 of 2009, and published in the *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 *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 23.236 number 15.917 of 2010, and published in the *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, 2012, 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 *Registro de Valores of the SVS* was agreed. An extract of the stated deed was inscribed in the *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 22.699 number 15.912 of 2012, and published in the *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 *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 44.868 number 29.956 of 2013, and published in the *Diario Oficial* dated June 18, 2013.
18. By public deed dated December 27, 2017 issued before Mr. Manuel Ramírez Escobar, Substitute Notary to Public Notary Mr. Eduardo Javier Diez Morello, under Record N°29.222-173 to which the Extraordinary Shareholders' Meeting Minutes dated December 22, 2017 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 Talsa Chile II SpA in merger due to its incorporation into Hortifrut S.A. An extract of the stated deed was inscribed in the *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 6.615 number 3.741 of 2018, and published in the *Diario Oficial* dated January 31, 2018.
19. By public deed dated May 06, 2019 issued at the Notary of Mr. Eduardo Javier Diez Morello, under Record N°8158-2019 to which the Company's Extraordinary Shareholders' Meeting Minutes, dated April 30, 2019, were reduced, the statutes were reformed increasing the corporate capital of Hortifrut S.A. An extract of the stated deed was inscribed in the *Registro de Comercio del Conservador de Bienes Raíces de Santiago* under Folio 37.233 number 18.582 of 2019, and published in the *Diario Oficial* dated May 16, 2019.

## RELEVANT FACTS

### APRIL 07, 2020 FINAL DIVIDEND DISTRIBUTION PROPOSAL

Through Material Fact date April 07, 2020, Hortifrut informed the *Comisión para el Mercado Financiero (CMF)* of the following:

- At session held on April 07, 2020, Hortifrut S.A. (the "Company")'s Board, agreed to propose to the Company's Ordinary Shareholders' Meeting convened for April 29, 2020, to distribute, for the concept of final dividend, obligatory minimum, the total amount of US\$4,372,692, equal to 50% of the Distributable Net Profit obtained by the Company during the commercial period of 2019.
- As a consequence, and as long as the Ordinary Meeting accepts said proposal, a final dividend of US\$0.007574074 per share will be paid charged to Net Distributable Profit obtained during the 2019 commercial period, which will be payable as Dividend N°42, final, from May 22, 2020, in favor of the Company's shareholders, who are inscribed at the Shareholders' Registry as of midnight on May 15, 2020.





## **APRIL 29, 2020 ORDINARY SHAREHOLDERS' MEETING AGREEMENTS**

Date April 29, 2020, the Company's Ordinary Shareholders' Meeting took place, where the following agreements were adopted:

- The Company's Annual Report, Financial Statements and External Auditors Report were approved, corresponding to the period ending December 31, 2019;
- The distribution of profit for 2019 and the distribution of dividends were approved;
- The Board's remuneration for 2020 and expenses corresponding to 2019 were approved;
- The Board Committee's remuneration and expense budget for 2020 were determined;
- The company EY Servicios Profesionales de Auditoría y Asesorías SpA was designated as External Auditors for 2020;
- The companies Clasificadora de Riesgo Humphreys Ltda. and International Credit Rating Clasificadora de Riesgo Ltda. were designated as Risk Classifiers for 2020.

## **APRIL 29, 2020 FINAL DIVIDEND**

Through Essential Fact dated April 29, 2020, Hortifrut informed the *Comisión para el Mercado Financiero (CMF)* of the following:

- At Hortifrut S.A. (the "Company")'s Ordinary Shareholders' Meeting held on this date, April 29, 2020, it was approved to distribute, for the concept of final dividend, mandatory minimum, the total amount of US\$4,372,692, equal to 50% of Net Distributable Profit obtained by the Company during the commercial period of 2019.
- As a consequence, it results in a final dividend of US\$ 0.007574074 per share charged to the Net Distributable Profit obtained during the commercial year of 2019, which was paid as Dividend N°42, Final, from May 22, 2020, in favor of the Company's shareholders who are inscribed in the Shareholders' Registry as of midnight on May 15, 2020.
- The aforementioned amount of US\$0.007574074 per share, was paid in its equivalent in pesos, national currency, as per the Dollar exchange rate observed which was published in the *Diario Oficial* on May 18, 2020.
- The notification referred to in Section II of Circular 660 was published on May 14, 2020, in the "Diario Financiero" of Santiago.

## **JULY 31, 2020 MATERIALIZATION HORTIFRUT-DUNCAN FOX MERGER**

Through an Material Fact dated July 31, 2020, Hortifrut informed the *Comisión para el Mercado Financiero (CMF)* of the following:



- As was informed through an Material Fact dated October 15, 2019, Duncan Fox S.A. (“Duncan Fox”) and Hortifrut subscribed a binding memorandum of agreement with the objective of combining the exporting of frozen fruit and certain vegetables business, with a focus on sales outside of Chile.
- The business combination aims to take advantage of the growth opportunities, current and potential, of the business in the world, and includes food solutions related with higher added value, such as, new designs, combinations and portions based on fruit mix and with frozen vegetables.
- The joint business contemplates the constitution of a 50/50 company, which is the single and exclusive vehicle for its development, and that each part must contribute its current fruit and certain vegetables business, focused on international markets.
- After the mutual due diligence, and the negotiation and signing of a joint agreement and a shareholders’ pact, on this date, July 31, 2020, the parties have materialized the aforementioned contributions through a merger by absorption and have begun the joint business through the Vitafoods SpA Company.

## SUBSEQUENT FACTS

In January 2021, Hortifrut S.A. and AeroFarms, leader in vertical agriculture in controlled environments, signed an agreement to jointly develop and research the harvesting of Blueberries and other Berries in totally controlled environments and vertical farms. This agreement will allow both companies to expand their knowledge of environmentally responsible agriculture and the production of Berries in controlled environments even more. These combined efforts are in line with the vision to produce and supply the freshest, healthiest and most sustainable Berries during the whole year, in the whole world.

The agreement considers the installation of an experimental site, the viability study, the harvesting of Hortifrut varieties, data analysis and a possible additional expansion.

Both companies count with B Corporation certification, having responsible agriculture, high quality and customer service as part of their DNA.

Between December 31, 2020 and the date of issuance of this Annual Report, no other important facts of financial character or otherwise have occurred which significantly affect their interpretations.

## SHAREHOLDERS' COMMENTS AND PROPOSALS

During 2020 there were no comments or proposals on behalf of the shareholders.

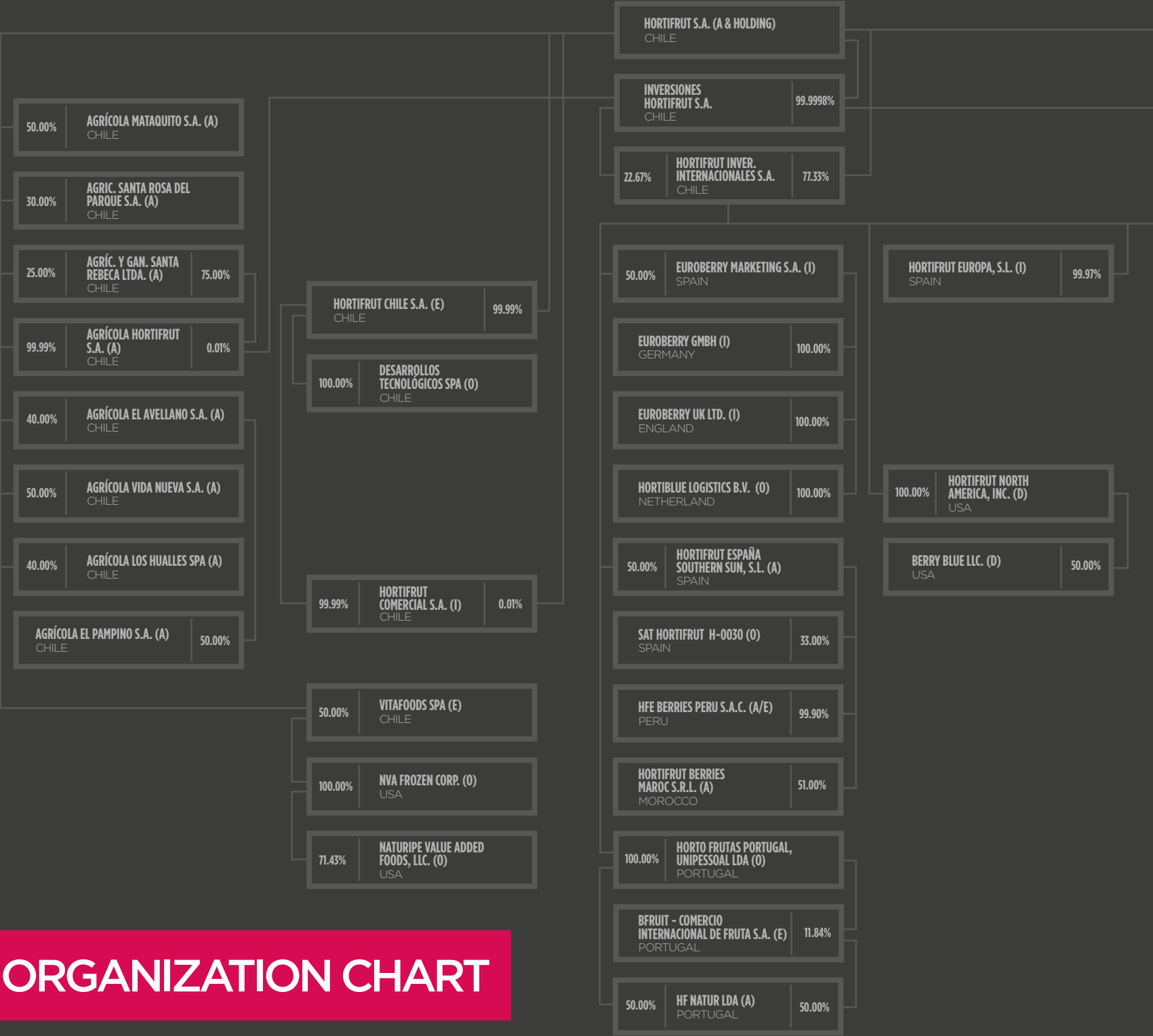
## LEGAL ADVISORS

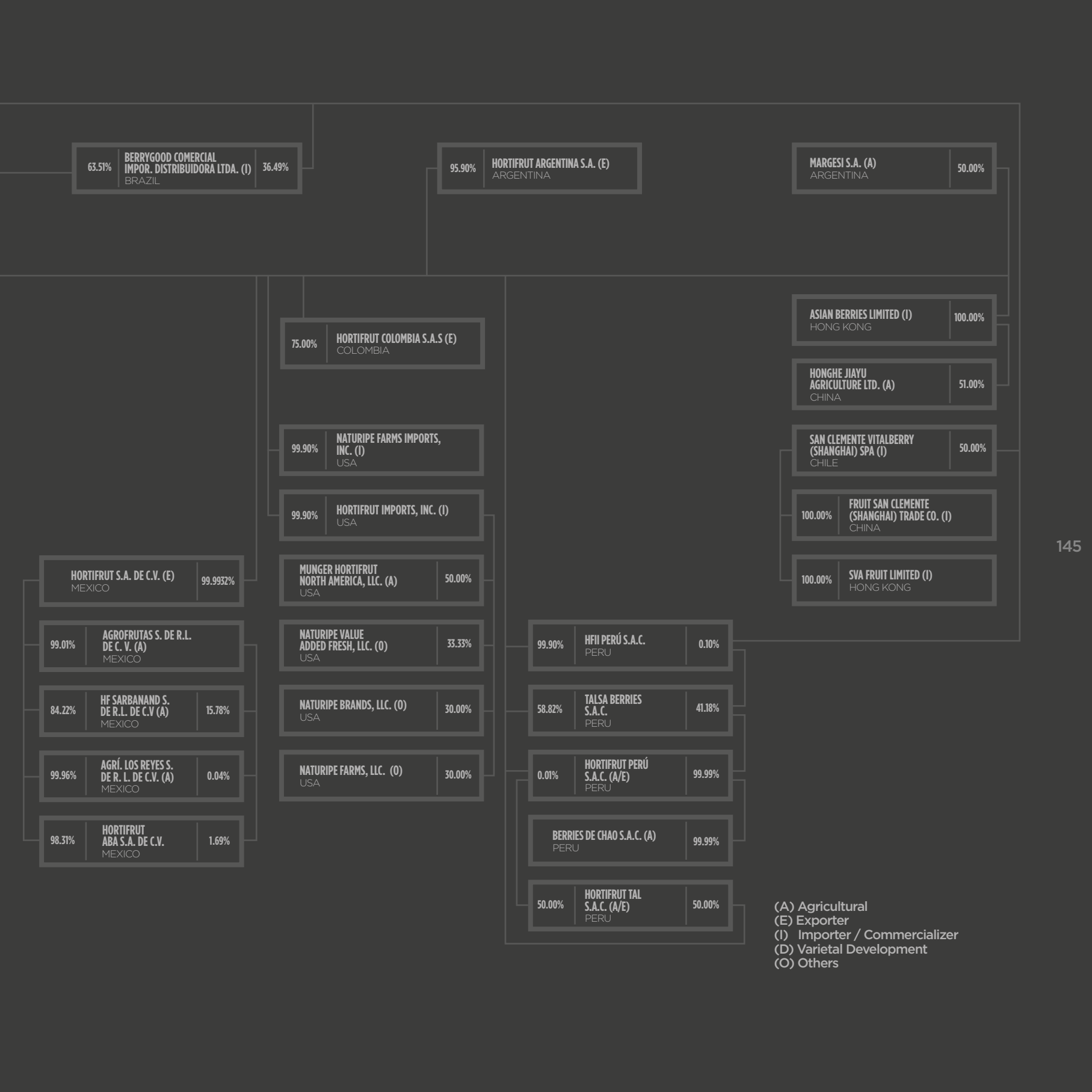
Attorney's hire third-party legal services as per the specific needs.

## CREDIT RATING

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

ORGANIZATION CHART





## CHANGES IN THE ORGANIZATION CHART

### 2020

1. Dated January 01, 2020, the subsidiary Hortifrut Imports Inc. increased its participation in Naturipe Value Added Foods LLC. from 27.00% to 71.43%, with the latter becoming a subsidiary within Hortifrut S.A.'s consolidated Financial Statements. Subsequently, dated December 31, 2020, it changed its property structure, transferring this 71.43% from Hortifrut Imports Inc. to the subsidiary NVA Frozen Corp.
2. Dated February 07, 2020, the company Horto Frutas Portugal Uniperssoal LDA. entered the property of Bfruit – Comercio Internacional de Fruta S.A. through the purchase of 11.84% of its capital. On said date, the subsidiary Hortifrut Inversiones Internacionales S.A. acted in representation of the subsidiary Horto Frutas Portugal Uniperssoal LDA., since the latter had not yet finalized its constitution process.
3. Dated February 19, 2020, the company Horto Frutas Portugal Uniperssoal LDA. was constituted, 100% property of the subsidiary Hortifrut Inversiones Internacionales S.A.
4. Dated March 04, 2020, the company Hortifrut Management SpA was constituted, incorporating it into the consolidated Financial Statements of the subsidiary Agrícola Hortifrut S.A., 100% owner of this company.
5. Dated March 10, 2020, it was agreed in a shareholders agreement of the company Agrícola Los Hualles SpA that its representation and administration, as well as the corporate name, corresponds to Hortifrut S.A., with the latter in charge of designating the General Manager, of directing the company's financial policies and operation, defining Hortifrut S.A. as controller for financial effects. In virtue of this, Agrícola Los Hualles SpA started consolidating in Hortifrut S.A.'s Financial Statements.
6. Dated May 12, 2020, a demerger of Hortifrut Chile S.A. was realized, constituting the company Hortifrut Congelados SpA, 99.99% owned by Hortifrut S.A. and 0.01% by Inversiones Hortifrut S.A.. Subsequently, dated July 31, 2020, the merger with Alifrut Export SpA was agreed and the change in name to Vitafoods SpA, resulting in the following property structure: Hortifrut S.A. 49.9954%; Inversiones Hortifrut S.A. 0.0046%; Inversiones Los Cerezos S.A. 15.8660%; and Duncan Fox S.A. 34.1340%.
7. Dated July 10, 2020 the subsidiary NVA Frozen Corp. was created, 100% owned by the subsidiary Hortifrut Imports Inc. Subsequently, dated December 31, 2020, it changed its property structure, now it is 100% owned by Vitafoods SpA.
8. Dated August 19, 2020, the subsidiary Agrícola y Ganadera Santa Rebeca Ltda. changed property, with Francisco Condon Schiavetti, Agrícola e Inmobiliaria Lumaco S.A. and Sergio Calvo Soffia leaving it, resulting in 25% owned by Hortifrut S.A. and 75% property of the subsidiary Agrícola Hortifrut S.A.
9. Dated November 30, 2020, the transfer of the assets of the subsidiary Pacific Berry Breeding LLC. to the owner, the subsidiary Hortifrut North America Inc., took place, to proceed to its dissolution on the same date.
10. Dated December 11, 2020, the company HF Natur LDA. was constituted, with 50% owned by Horto Frutas Portugal Uniperssoal LDA. and 50% owned by Bfruit – Comercio Internacional de Fruta S.A.



11. Dated December 16, 2020, the associated Margesi S.A. changed property, transferring 30% of the participation it had at the subsidiary Hortifrut Argentina S.A. to the subsidiary Hortifrut Inversiones Internacionales S.A.
12. Dated December 17, 2020, the subsidiary Hortifrut Argentina S.A. sold the property it had at the associated Hortifrut Expofresh S.A., with the latter no longer forming part of Hortifrut Group's organization chart.

## 2019

1. Dated June 27, 2019, the merger of Servicios Hortifrut S.A. de C.V. into the merging company Hortifrut S.A. de C.V. took place.
2. Dated July 07, 2019, the subsidiary Hortifrut S.A. de C.V. changed its property structure, with Victor Moller Schiavetti leaving it, leaving Hortifrut Inversiones Internacionales S.A. with a 99.9932% interest and Hortifrut S.A. with a 0.0068% interest.
3. Dated July 11, 2019, the subsidiary Hortifrut Chile S.A. proceeded to sell 51% of the property that it maintained at the Viveros Hortifrut Chile S.A. company, with it leaving the consolidation scope of the Company's financial statements.
4. Dated September 20, 2019, Hortifrut Inversiones Internacionales S.A. and Proplantas S.A., constituted the company Hortifrut Colombia S.A.S., incorporating it to the consolidated Financial Statements of the subsidiary Hortifrut Inversiones Internacionales S.A., owner of 75% of this company.
5. The company Desarrollos Tecnológicos SpA was constituted on November 07, 2018, initiating its activities in June 2019, incorporating on said date to the consolidated Financial Statements of the subsidiary Hortifrut Chile S.A., 100% owner of this company.
6. Dated November 20, Hortifrut S.A. purchased a 0.03% interest in Hortifrut Europa S.L. from Lorenzo Venezian Barria, now 100% owned by Hortifrut S.A. and subsidiaries.
7. Dated October 28, 2019, the company Hortifrut Inversiones Internacionales S.A. experienced a change in its property structure, from a 49.49% interest at Hortifrut S.A. and 50.51% interest at Inversiones Hortifrut S.A. to 77.33% and 22.67%, respectively.

## 2018

1. During 2018, the companies Euroberry GmbH (Germany) and Euroberry UK Ltd. (England) became subsidiaries.
2. On March 01, 2018, a 50% additional participation was purchased in the associated Pacific Berry Breeding (United States), thereby owning 100% of it, becoming a subsidiary.
3. On July 01, 2018, as a result of the Sale-Purchase and Merger of Rocio Group's Blueberry Business in Peru, the following subsidiaries were incorporated into the organization chart: Talsa Chile I SpA (Chile), HFII Perú S.A.C. (Peru), Talsa Berries S.A.C. (Peru), Hortifrut Perú S.A.C. (Peru) and Berries de Chao S.A.C. (Peru).
4. Due to the same transaction stated in the previous point, date July 01, 2018, Hortifrut Tal S.A.C. (Peru) passed from being an associated to a subsidiary.
5. On August 02, 2018, the associated company Agrícola Los Hualles SpA (Chile) was created.
6. On September 25, 2018, the subsidiary Euroberry Marketing S.A. (Spain) formed the company Hortiblue Logistics B.V. (Netherlands).
7. Dated December 20, 2018, Talsa Chile I SpA (Chile) transferred to Hortifrut Inversiones Internacionales S.A. (Chile) 58.82% of the property it had over Talsa Berries S.A.C. (Peru), being left without assets, liabilities or equity. Subsequently Talsa Chile I SpA was dissolved.



# SUBSIDIARIES AND ASSOCIATED COMPANIES DESCRIPTION

## Agrícola El Avellano S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 1.850 number 14.515 of the <i>Registro de Comercio de Santiago</i> of 2000. Published in the <i>Diario Oficial</i> dated July 21, 2000.
Corporate capital	US\$ 11,257,704 divided in 5,055,850 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, Ricardo Swett Saavedra/Director, Alfonso Swett Opazo/Director, Enrique Acevedo Herl/Director
Senior executives	Ramiro Soffia Moller/General Manager

## Agrícola El Pampino S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 25.382 number 18.480 of the <i>Registro de Comercio de Santiago</i> of 2007. Published in the <i>Diario Oficial</i> dated June 26, 2007.
Corporate capital	US\$ 10,386 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-parties 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 consulting 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 Opazo/Director, Juan Achurra Montes/Director, Ricardo Swett Saavedra/Director.
Senior executives	Ramiro Soffia Moller/General Manager



### Agrícola Mataquito S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 24.329 number 17.664 of the <i>Registro de Comercio de Santiago</i> of 2005. Published in the <i>Diario Oficial</i> dated July 18, 2005.
Corporate capital	US\$ 5,040,670 divided in 500,000 shares
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 consulting 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, Enrique Acevedo Herl/Director.
Senior executives	Ramiro Soffia Moller/General Manager

### Agrícola Santa Rosa del Parque S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 4.138 number 2.932 of the <i>Registro de Comercio de Santiago</i> of 2005. Published in the <i>Diario Oficial</i> 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, Enrique Acevedo Herl/Director, Alejandro Boher Elton/Director, Horacio Schmidt Cortés/Director.
Senior executives	Ramiro Soffia Moller/General Manager



Agrícola Hortifrut S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	79.764.840-K (Chile)
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated November 19, 1987, Notary Humberto Quezada Moreno. Inscription under folio 25.656 number 14.839 of the <i>Registro de Comercio de Santiago</i> of 1987. Published in the <i>Diario Oficial</i> 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 <i>Registro de Comercio de Santiago</i> of 2012. Published in the <i>Diario Oficial</i> dated January 04, 2012.
Corporate capital	US\$ 23,631,534 divided in 4,590,205,576 shares
Interest	99.997% direct and 0.003% indirect
Corporate purpose	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.
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, Francisca Moller Opazo/Director, Enrique Acevedo Herl/Director, Osvaldo Erbetta Mattig/Director.
Senior executives	Ramiro Soffia Moller/General Manager

Agrícola y Ganadera Santa Rebeca Ltda.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	78.988.990-2 (Chile)
Type of entity	Limited liability company
Incorporation documents	Public deed dated March 26, 1997, Notary Mario Farren Cornejo. Inscription under folio 8.065 number 6.248 of the <i>Registro de Comercio de Santiago</i> of 1997. Published in the <i>Diario Oficial</i> dated April 10, 1997.
Corporate capital	US\$ 39,456
Interest	25% direct and 75% indirect
Corporate purpose	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, as well as the execution of acts and all kinds of contracts required for the realization of these aims.
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	Administration falls on Hortifrut S.A.
Senior executives	Ramiro Soffia Moller/General Manager

## Agrícola Vida Nueva S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 20.009 number 16.362 of the <i>Registro de Comercio de Santiago</i> of 2002. Published in the <i>Diario Oficial</i> 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, Enrique Acevedo Herl/Director.
Senior executives	Ramiro Soffia Moller/General Manager

## Agrícola Los Hualles SpA

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	76.914.483-8 (Chile)
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated August 02, 2018 Notary Juan Ricardo San Martín Urrejola. Inscription under folio 60.589 number 31.069 of the <i>Registro de Comercio de Santiago</i> of 2018. Published in the <i>Diario Oficial</i> dated August 16, 2018.
Corporate capital	US\$ 14,739 divided in 1,000 shares
Interest	40% direct
Corporate purpose	The operation of agricultural fields, whether it be as owner and/or lessee, the operation and sale of the products derived from said fields and in general the realization of all kinds of agricultural business or related with the agriculture of an extractive character, as well as the execution of acts and all kinds of contracts that are for the realization of these aims.
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, Victor Moller Opazo/Director, Enrique Acevedo Herl/Director, Juan Ignacio Allende Connelly/Director
Senior executives	Ramiro Soffia Moller/General Manager



Hortifrut Management SpA

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	77.136.382-2 (Chile)
Type of entity	Joint stock company
Incorporation documents	Public deed dated March 04, 2020, Notary Jorge Reyes Bessone. Inscription under folio 18.207 number 9.210 of the <i>Registro de Comercio de Santiago</i> of 2020. Published in the <i>Diario Oficial</i> dated March 09, 2020.
Corporate capital	US\$ 12,519 divided in 1,000 shares
Interest	100% indirect
Corporate purpose	Administration and operation of agricultural fields, whether it be as owner, lessee or administrator, the operation and sale of the products derived from said fields, and in general, the realization of all kinds of agricultural business or related with agriculture of an extractive character, third-party consulting in the handling of agricultural harvest, as well as the execution of acts and all kinds of contracts that are for the realization of these aims.
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 Opazo/Chairman, Juan Carlos Toro Ruiz-Tagle/Director, Enrique Acevedo Herl/Director
Senior executives	Ramiro Soffia Moller/General Manager

Hortifrut Chile S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 14.632 number 11.186 of the <i>Registro de Comercio de Santiago</i> of 2003. Published in the <i>Diario Oficial</i> dated May 30, 2003.
Corporate capital	US\$ 32,551,708 divided in 48,697,362,964 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 consultancy in relation to said matters.
Trade relationship	Hortifrut S.A. sells most of its production to this company, and it performs the exports from Chile. At the same time Hortifrut S.A. provides administration services to said subsidiary.
Board	Víctor Moller Schiavetti/Chairman, Víctor Moller Opazo/Director, Juan Ignacio Allende Connelly/Director, Enrique Acevedo Herl/Director
Senior executives	Maria Elena Echeñique Braun/General Manager

**Hortifrut Comercial S.A.**

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 24.969 number 18.808 of the <i>Registro de Comercio de Santiago</i> of 2003. Published in the <i>Diario Oficial</i> dated August 23, 2003.
Corporate capital	US\$ 4,784,228 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 consultancy 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, Víctor Moller Opazo/Director, Juan Ignacio Allende Connelly/Director, Jorge Lima Vicencio/Director, Juan Carlos Toro Ruiz-Tagle/Director
Senior executives	Juan Cristobal Lira Herreros/General Manager



Desarrollos Tecnológicos SpA

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	76.962.886-K
Type of entity	Joint stock company
Incorporation documents	Public deed dated November 07, 2018 Notary Juan Ricardo San Martín Urrejola. Inscription under folio 92.435 number 47.411 of the <i>Registro de Comercio de Santiago</i> of 2018. Published in the <i>Diario Oficial</i> dated December 06, 2018.
Corporate capital	US\$ 140,885 divided in 10,000 shares
Interest	10% indirect
Corporate purpose	The Company's objective will be 1) The realization of all the activities linked to the development of new technologies or agronomic development and annex activities to said line of business; 2) The authorship of all kinds of invention copyright and/or patents regarding software and its diverse applications of all kinds, such as innovation or original, intellectual and/or industrial development of any kind, developing its exploitation and/or licensing through any other recognized system, such as maintenance and updating, both in Chile and overseas. Exploiting of patents, brands, models, procedures, and related products; 3) The providing of all kinds of services and and technical and professional consulting in the scope of the agricultural industry in general and related technical services, including all the studies, activities, and actions derived or referred to the same, such as specialized technical assistance in matters of agriculture and agricultural administration projects in general. The technical inspection or supervision of all kinds of agro-industrial works in general. The providing of all kinds of agricultural services, fumigation, plague and harvest monitoring; 4) The purchase, sale, lease and sub-lease of agricultural machinery and heavy machinery; 5) The providing of services for land movement, construction and installation of the works necessary for the operating of the agricultural land, construction of water channels and dams and other related activities; 6) Preparation, study, design and execution of projects with a technological base. Studies, audits, preparation of reports, data mining, evaluation analysis, training in the investigation scope, plus Development and Innovation in the company and process consulting; 7) The acquisition, exploitation and disposal of movable goods and real estate, destined to the performing of the stated activities; 8) Investment or development of agricultural or technological projects. Perform all kinds of investments in intangible, tangible, movable or real estate goods, including shares or interests in societies or rights in partnerships, their administration and the receipt of income that results from the aforementioned. To comply with its objective, the company can enter into and execute all kinds of acts and contracts, including forming societies or becoming part of them.
Trade relationship	The company develops new technologies and agronomic development for Hortifrut and its subsidiaries.
Board	Juan Ignacio Allende Connelly/Chairman, Víctor Edmundo Moller Opazo/Director, Juan Carlos Toro Ruiz-Tagle/Director, Hans Petersen Oehninger/Director
Senior executives	Ramiro Soffia Moller/General Manager



Vitafoods SpA

Legal address	Avenida Lo Echevers 250, Quilicura, Santiago, Chile
RUT/ID	77.180.654-6 (Chile)
Type of entity	Joint stock company
Incorporation documents	Public deed dated July 31, 2020, Notary Patricio Raby Benavente. Inscripción under folio 49.539 number 23.629 of the <i>Registro de Comercio de Santiago</i> of 2020. Published in the <i>Diario Oficial</i> dated August 18, 2020.
Corporate capital	US\$ 52,812,822 divided in 97,394,725,928 shares
Interest	49.9954% direct and 0.0046% indirect
Corporate purpose	1) The acquisition, production, elaboration, transformation, industrialization, distribution, commercialization, export and import of frozen fruit, frozen sparragus, and other frozen vegetables, such as species, seeds, grains, plant based foods, smoothies, as well as the hiring and/or providing of services related with said products or subproducts, including but not limited to packing and cold services; 2) the development of food solutions related with previous number 1), whether current or future, including but not limited to, those that can include one or more fruits, vegetables and/or other foods (such as species, seeds, grains, plant based foods, smoothies); 3) the hiring and/or providing of services related with said products or subproducts, including but not limited to packing and cold services; 4) any type of fumigation over all kinds of movable goods or real estate, without limit of any species, and all the activities directly or indirectly related with said activity; 5) the investment in all kinds of movable goods, such as shares, titles, securities of any kind; rights in capital or personal companies, as well as the receipt of its results; and 6) the providing of services of any type or consulting related with the corporate purpose. To comply with the corporate purpose, the company can constitute other companies and/or join companies already constituted.
Trade relationship	The company sells Hortifrut S.A. and its subsidiaries' frozen fruit in the international market.
Board	Nicolás Moller Opazo/Chairman, Juan Ignacio Allende Connelly/Director, Andrés Solari Urquieta/Director, Pedro Lecaros Menéndez/Director, Sergio Lecaros Menéndez/Director, Roberto Bozzo Podestá/Director
Senior executives	Gonzalo Bachelet Artigues/General Manager, Francisco Urrutia Escobar/Administration and Finance Manager

Inversiones Hortifrut S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 14.628 number 11.181 of the <i>Registro de Comercio de Santiago</i> of 2003. Published in the <i>Diario Oficial</i> 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, Juan Carlos Toro Ruiz-Tagle/Director, Francisca Moller Opazo/Director, Víctor Moller Opazo/Director, Hans Petersen Oehninger/Director
Senior executives	Juan Ignacio Allende Connelly/General Manager



Hortifrut Inversiones Internacionales S.A.

Legal address	Avda. Del Cóndor 600, Piso 4, Huechuraba, Santiago, Chile
RUT/ID	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 folio 60.468 number 41.897 of the <i>Registro de Comercio de Santiago</i> of 2008. Published in the <i>Diario Oficial</i> dated March 06, 2009.
Corporate capital	US\$ 338,300,038 divided in 1,516,670 shares
Interest	77.33% direct and 22.67% indirect
Corporate purpose	The realization of all kinds of investments overseas, whether it be in movable assets, corporal or incorporal 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 this company, who performs the investments outside the country.
Board	Víctor Moller Schiavetti/Chairman, Juan Ignacio Allende Connelly/Director, Víctor Moller Opazo/Director.
Senior executives	Juan Carlos Toro Ruiz-Tagle/General Manager

BerryGood Comercial Importadora y Distribuidora de Frutas Ltda.

Legal address	Av. Dr. Chucri Zaldan, 1550 - Conj 512/513 - 5° andar - Villa Sao Francisco - Sao Paulo - SP
# Inscription/ID	10.325.008/0001-81 (CNPJ Brazil)
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 <i>Junta de Comercio</i> of the State of Sao Paulo under number 35.222.609.957.
Corporate capital	US\$ 11.128,166 divided in 45,489,239 corporate quotas
Interest	36.49% direct and 63.51% indirect
Corporate purpose	1) To import, commercialize and distribute fresh, frozen and dehydrated fruits and its derivatives, marmalades, etc; 2) To import, commercialize and distribute fresh vegetables and canned legumes; 3) Activity of agricultural farming and production of blackberries, raspberries, strawberries, loganberry, blueberries, physalis (cape gooseberry) and currants, among other permanent harvest fruits; 4) Interest in the capital of other companies, commercial or simple, 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 Argentina S.A.

Legal address	Libertad 1661, 5to Piso, Departamento H, Ciudad de Buenos Aires, Argentina
CUIC/ID	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 <i>Registro de la Inspección General de Justicia</i> .
Corporate capital	US\$1,744,866 divided in 8,626,024 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 of 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 North America, Inc.

Legal address	9450 Corkscrew Palms Circle, Suite 202, Estero, Florida, United States.
IDT	20-1505721 (United States)
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated June 30, 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 is dedicated to varietal development, the sale of plants and collection of royalties from varieties within Hortifrut S.A. and subsidiaries' group.
Board	Nicolás Moller Opazo/Director, Gonzalo Canessa/Director, Aribel Beck/Director, Juan Carlos Toro Ruiz-Tagle/Director.
Senior executives	Nicolas Moller Opazo/CEO, Aribel Beck/CFO



Naturipe Farms Imports, Inc.

Legal address	9450 Corkscrew Palms Circle, Suite 202, Estero, Florida, United States
IDT	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 third-party producers in Chile, Argentina, Peru and Mexico.
Board	Nicolás Moller Opazo/Director, Gonzalo Canessa/Director, Aribel Beck/Director, Juan Carlos Toro/Director
Senior executives	Gonzalo Canessa/CEO, Aribel Beck/CFO

Hortifrut Imports, Inc.

Legal address	9450 Corkscrew Palms Circle, Suite 202, Estero, Florida, United States
IDT	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	Hortifrut S.A. is owner, indirectly, of the company, without having a trade relationship.
Board	Nicolás Moller Opazo/Director, Gonzalo Canessa/Director, Aribel Beck/Director, Juan Carlos Toro/Director
Senior executives	Gonzalo Canessa/CEO, Aribel Beck/CFO

NVA Frozen Corp.

Legal address	9450 Corkscrew Palms Circle, Suite 202, Estero, Florida, United States
IDT	37-1980701 (United States)
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated July 10, 2020. Inscription recorded in the State of Florida, United States.
Corporate capital	US\$ 10,000 divided in 10,000 shares
Interest	50% indirect
Corporate purpose	The realization of legal activities in general.
Trade relationship	Hortifrut S.A. is owner, indirectly, of the company, without having a trade relationship.
Board	Juan Ignacio Allende/Director, Aribel Beck/Director, Gonzalo Bachelet Artigues/Director, Francisco Urrutia Escobar/Director
Senior executives	Gonzalo Bachelet Artigues/Chairman, Aribel Beck/Vice Chairman and Secretary

## Naturipe Value Added Foods, LLC.

Legal address	9450 Corkscrew Palms Circle, Suite 202, Estero, Florida, United States
IDT	37-1980701 (United States)
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated April 01, 2008. Inscription recorded in the State of Florida, United States.
Corporate capital	US\$ 1
Interest	35.72% indirect
Corporate purpose	The participation in any legal business and other activities permitted by law.
Trade relationship	Hortifrut S.A. is owner, indirectly, of the company, without having a trade relationship.
Board	Juan Ignacio Allende/Director, Aribel Beck/Director, Gonzalo Bachelet Artigues/Director, Francisco Urrutia Escobar/Director
Senior executives	Gonzalo Bachelet Artigues/Chairman, Aribel Beck/Vice Chairman and Secretary

## Hortifrut S.A. de C.V.

Legal address	Vallarta N°6503, Piso 7, Col. Ciudad Granja, Zapopán, Jalisco, Mexico
RFC	HOR9411237Z4 (México)
Type of entity	Closely-held corporation with variable capital
Incorporation documents	Public deed number 53.377 book 1,213 dated November 23, 1994, Notary Cecilio González Marqués, City of Mexico, Distrito Federal. Inscription in the Registro Público de Comercio under trade folio number 197.899 dated July 26, 1995.
Corporate capital	US\$ 57,314,541 divided in 739,540,567 shares
Interest	99.9999% indirect
Corporate purpose	1) Production, purchase, sale, consignment, distribution, transformation, import, export, commercialization and in general the realization of all kinds of trade acts with fruits and vegetables, plants, seeds and other agricultural, forestry and livestock products and any other agricultural activity; 2) Purchase, sale, acquisition, elaboration, distribution, commercialization, supply, import, export, and in general the realization of any other act allowed by law, related with the food industry. 3) Act as a parafinancial agent and grant financing to the associates before any Government or Private Institution, receiving the real or personal guarantees that it estimates as pertinent. 4) Establishing of refrigeration plants and food product packing. 5) Manufacturing, production, commercialization of insecticides, rodenticides, pesticides, fertilizers and in general all kinds of agro-chemical products, as well as chemical, pharmaceutical chemist products, equipment and spare-parts for the transportation, packing or application of said products. The air and land application of pesticides, and in general of any product related with said activity. 6) Packing, re-packing, packaging, re-packaging, package, marking or labelling. 7) Providing and receiving technical, administration services and any other service necessary for the realization of its corporate purpose. 8) Constitution of companies and establishing of branches. 9) Obtaining and granting loans. 10) Be an agent, representative, commission agent. 11) Obtain, record, lease brands, commercial names. 12) Acquire movable goods and real estate. 13) Transport along local and federal roads of the necessary products for its corporate purpose. 14) In general the execution of all the acts and operations related with the previous subsections.
Trade relationship	The company exports fruit produced by Hortifrut S.A.'s subsidiaries in Mexico.
Board	Administration falls on Hortifrut S.A.
Senior executives	Rigoberto Guerrero Acero/General Manager, Rodrigo Orozco Sánchez/Administration and Finance Manager



Hortifrut ABA S.A. de C.V.

Legal address	Vallarta N°6503, Piso 7, Col. Granja, Zapopán, Jalisco, Mexico
RFC/ID	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 <i>Registro Público de Comercio</i> under trade folio number 12308*2 dated August 05, 2005.
Corporate capital	US\$ 20,058,764 divided in 258,684,187 shares
Interest	100% 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 investigation 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 this company's production to export it to North America and Europe.
Board	Administration falls on Hortifrut S.A.
Senior executives	Rigoberto Guerrero Acero/General Manager, Rodrigo Orozco Sánchez/Administration and Finance Manager, Clemente Sandoval/Production Manager

HF Sarbanand S. de R.L. de C.V.

Legal address	Vallarta N°6503, Piso 7, Col. Granja, Zapopán, Jalisco, Mexico
RFC/ID	HSA130531AL7 (Mexico)
Type of entity	Limited liability company with variable capital
Incorporation documents	Public deed number 768 dated May 31, 2013, Notary Diego Robles Fariás, San Pedro Tlaquepaque, Jalisco. Inscription in the <i>Registro Público de Comercio</i> under trade folio 74947*1 dated June 14, 2013.
Corporate capital	US\$ 1,202 divided in 2 corporate parts
Interest	100% indirect
Corporate purpose	The production, purchase, consignment, import, export, commercialization and trade acts for fruit, vegetables and other agricultural, forestry and livestock products on 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 establishing 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 or 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 and 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 this company's production to export it to North America and Europe.
Board	Administration falls on Hortifrut S.A.
Senior executives	Rigoberto Guerrero Acero/General Manager, Rodrigo Orozco Sánchez/Administration and Finance Manager, Clemente Sandoval Munguía/Production Manager



Hortifrut Europa S.L.

Legal address	Calle de Leganitos N° 47, 7a 28013, Madrid, Spain
CIF/ID	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 <i>Registro Mercantil</i> of Huelva of 2005.
Corporate capital	US\$ 987,828
Interest	0.03% direct and 99.97% indirect
Corporate purpose	The commercialization, distribution, import, export and production of all types of vegetable and agricultural products, fruit, vegetables and legumes.
Trade relationship	The company commercializes varieties of plants of the group, including the commercialization, distribution, import, export and invoicing of royalties.
Board	Does not apply
Senior executives	Santiago Nonzioli/Council Chairman, Alan Wotherspoon/Advisor, Juan Carlos Toro Ruiz-Table/Advisor, Hans Petersen Oehninger/Advisor

Hortifrut España Southern Sun S.L.

Legal address	Carretera de Almonte - El Rocío, Km. 24,2, Almonte (Huelva), Spain
CIF/ID	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 <i>Registro Mercantil</i> of Huelva of 2000.
Corporate capital	US\$ 221,251
Interest	50% indirect
Corporate purpose	The commercialization, distribution, import, export and production of all types of vegetable and agricultural products, fruit, vegetables and legumes.
Trade relationship	There is no trade relationship with the parent company Hortifrut S.A.
Board	Vicente Jiménez Guijarro/Chairman, Hans Christian Petersen Oehninger/ViceChairman, Juan Carlos Toro Ruiz-Tagle/Secretary, Carmelo Gabarro Carpios/ViceSecretary.
Senior executives	Juan Luis Navarro Sánchez/General Manager



Hortifrut Berries Maroc, S.R.L.

Legal address	Rue Cadi Ayad, Residence la Rencontre, immeuble G, 1e étage, n° 552, Tanger, Marruecos
CIF/ID	15251461 (Morocco)
Type of entity	Limited Liability Company
Incorporation documents	Public deed dated May 26, 2015
Corporate capital	US\$ 224.598
Interest	25.5% indirect
Corporate purpose	The company has as its objective a) Agricultural production, packing and commercializing of agricultural products for export; b) investigation, development and innovation in agriculture and the commercializing of plants and fruit; c) the import, purchase, direct sale or commission, export, representation, distribution, intermediation and commercialization in general of all the products, articles, materials, equipment or services related with agriculture and agroindustry; d) The creation, purchase, direct or indirect operation, lease and management of commercial premises, branches and properties that are used for the aforementioned objectives, the concession, operation and sale of patents, brands, licenses, and processes within the scope of the aforementioned objective; e) import and export of all kinds of goods or products related with the aforementioned objective; f) the establishment of branches, the purchase of buildings that can be used in any manner for any of the aforementioned objectives, purchase, concession, operation and sale of all the patents, brands, licenses and processes within the scope of the aforementioned objective; g) the direct or indirect participation in all transactions or business, the creation of companies, participation in its constitution or the expansion of capital in existing companies, the purchase of securities, corporate rights, subscription, contribution of assets in kind or in another manner; h) in general, to perform any industrial, financial, commercial and civil operation related with the aforementioned topics, which could favor the company's development.
Trade relationship	The company produces fruit that is sold to the trade subsidiaries of Hortifrut S.A. in Europe.
Board	Does not apply
Senior executives	Juan Luis Navarro Sánchez/General Manager

Euroberry Marketing S.A.

Legal address	Av. San Francisco Javier 9, Edificio Sevilla 2, Planta 1, of. 3 y 4, Sevilla, Spain
CIF/ID	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 Registro Mercantil of Huelva of 2003.
Corporate capital	US\$ 75,099 divided in 119,880 shares
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 the fruit sent from Hortifrut S.A.'s subsidiaries in Chile, Argentina, Peru, Mexico and Spain.
Board	Hans Petersen Oehninger/Chairman, Vicente Jiménez Guijarro/Vice Chairman, Carmelo Gabarro Carpio/Secretary, Juan Carlos Toro Ruiz-Tagle/Vice-Secretary.
Senior executives	Javier Rico/General Manager, Alan Wotherspoon/Administration and Finance Manager.

### Euroberry GmbH

Legal address	Hohe Bleichen 12, 20354 Hamburg
CIF/ID	DE306968593 (Germany)
Type of entity	Limited Liability Company
Incorporation documents	Public deed dated June 21, 2016. Inscription HRB 14179, of the Trade Registry of Kleve of 2016.
Corporate capital	US\$ 15,339
Interest	50% indirect
Corporate purpose	Purchase, import, export, distribution and trade of horticultural products. The company can develop any activity that is needed in a direct or indirect manner to execute this objective. Specifically, it can establish branches, constitute subsidiaries or purchase other companies of the same type or similar, or participate in the corporate capital of these, both in Germany and overseas.
Trade relationship	The company distributes within Germany the fruit sent from Hortifrut S.A.'s subsidiaries in Chile, Argentina, Peru, Mexico and Spain.
Board	Vicente Jiménez Guijarro/Administrator, Alan Wotherspoon/Administrator
Senior executives	Leonhard Riedel/Commercial Manager

### Euroberry UK Ltd.

Legal address	20-22 Wenlock Road, London, England
CIF/ID	10714917 (England)
Type of entity	Limited Liability Company
Incorporation documents	Public deed dated June 26, 2017. Inscription in the Registry of Companies of England and Wales of 2017.
Corporate capital	US\$ 1
Interest	50% indirect
Corporate purpose	Wholesale trade of fruits and vegetables
Trade relationship	The Company provides commercialization services for Euroberry Marketing S.A.
Board	Vicente Jiménez Guijarro/Administrator, Alan Wotherspoon/Administrator
Senior executives	David Salter/General Manager



Hortiblu Logistics B.V.

Legal address	Venrayseweg 136 A, 5928RH, Venlo, Netherlands
RSIN/ID	859191746 (Netherlands)
Type of entity	Limited Liability Company
Incorporation documents	Public deed dated September 25, 2018. Inscription 859191746, of the Registry of the Chamber of Commerce of Venlo of 2018.
Corporate capital	US\$ 1
Interest	50% indirect
Corporate purpose	The realization of storage and logistic services; participate, finance or have any other interest in, or perform the management of, other legal entities, societies or companies; grant guarantees, safety and guarantee the performance or any other manner, to assume responsibility, whether it be jointly and severally or in another manner, regarding the obligations of the companies of the group or other parties; and do anything that, in the widest sense of the word, is related with or can lead to the attention of these objects.
Trade relationship	The Company provides storage and logistics services for the subsidiaries of Hortifrut S.A. in Europe.
Board	Hans Petersen Oehninger/Director, Vicente Jimenez Guijarro/Director
Senior executives	Timo Elbers/General Manager

Horto Frutas Portugal, Unipessoal LDA.

Legal address	Avenida da Republica N°49, 1º Dto., Lisboa, Portugal
NIPC/ID	515 902 195 (Portugal)
Type of entity	Limited unipersonal liability company
Incorporation documents	Public deed dated February 19, 2020. Inscription recorded at the <i>Conservatorio do Registo Comercial</i> of Lisboa of 2020.
Corporate capital	EUR 1,000
Interest	100% indirect
Corporate purpose	Investment, ownership and management of real estate, as well as interests in other companies, and the providing of services of any kind to companies owned by it, or of its interest, or any third-party, including economic and financial consulting services, management and investment consulting, reorganizing of companies, strategic planning, management of real estate assets and other related activities and operations. The company can also dedicate itself to the commercialization of fruit and vegetable products, especially small wild berries (such as raspberries, blackberries, blueberries and currant), strawberries and kiwis, as well as the commercialization of any product derived from them and also the providing of technical services related with the stated activities; the providing of services and the commercialization of products that contribute to the realization of agricultural production; the commercialization of packing materials, especially trays, lids, cardboard boxes, labels and other inherent articles; the commercialization of plants for fruit and vegetable production; as well as the continuation of any other activity related with the aforementioned.
Trade relationship	Investment company in Portugal
Board	Does not apply
Senior executives	Hans Petersen Oehninger/General Manager

## HF Natur, LDA.

Legal address	Rua de São Paio Padroeiro, 174, 4815-298 Moreira de Cónegos, Guimarães, Portugal
NIPC/ID	516 205 986
Type of entity	Limited liability company
Incorporation documents	Public deed dated December 11, 2020. Inscription recorded at the <i>Conservatorio do Registro Comercial</i> of Lisboa of 2020.
Corporate capital	EUR 100,000
Interest	55.92% indirect
Corporate purpose	Production, conservation, industrial or natural elaboration and commercialization of fruit and vegetable products, especially small wild berries (raspberries, blackberries, blueberries and currants), as well as the commercializing of products derived from them; providing services and commercialization of products that contribute to the realization of agricultural production; commercialization of plants for fruit and vegetable production.
Trade relationship	The company produces fruit that is sold to Hortifrut S.A.'s trading subsidiaries.
Board	Hans Petersen Oehninger/Director, Sebastián Correa Bulnes/Director, Pedro Emanuel Pontes Bragança Salgado/Director, Rui Lopes dos Santos Neto/Director
Senior executives	Does not apply

## HFE Berries Perú S.A.C.

Legal address	Calle Lord Nelson 359, Miraflores, Lima, Peru
RUC/ID	20600529481 (Peru)
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated April 08, 2015, Notary Lucio Alfredo Zambrano Rodríguez. Inscribed under number 201500400766 at the <i>Superintendencia Nacional de Registros Públicos</i> , Zona Registral number IX, Cede Lima.
Corporate capital	US\$ 7,420,997 divided in 19,748,393 shares
Interest	50% indirect
Corporate purpose	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.
Trade relationship	The company produces fruit which is sold to Hortifrut S.A.'s trade subsidiaries.
Board	Juan Luis Navarro Sánchez/Director, Vicente Jiménez Guijarro / Director, Hans Petersen Oehninger/Director, Juan Carlos Toro Ruiz-Tagle/Director
Senior executives	David Aymans Rojas/General Manager.



Hortifrut Tal S.A.C

Legal address	Carretera Salaverry Km 2.665 Mz. I Lote 1 Sector Industrial, Distrito de Salaverry, Provincia de Trujillo, Departamento de la Libertad, Peru.
RUC/ID	20559912353 (Peru)
Type of entity	Closely-held corporation
Incorporation documents	Public deed dated March 19, 2014, Notary Ricardo Fernandín Barreda. Inscribed under certificate number 11233020 at the <i>Superintendencia Nacional de Registros Públicos</i> , Zona Registral number V, Sede Trujillo.
Corporate capital	US\$ 11,818,468 divided in 28,512,056 shares
Interest	100% 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, can realize, without reserves or limitation 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	Victor Moller Opazo/Chairman, Juan Ignacio Allende Connelly/Director, Juan Carlos Toro Ruiz-Tagle/Director, Ulises Quevedo Berastain/Director, Rafael Quevedo Sturia/Director, Juan Luis Alemparte Rozas/Director
Senior executives	Fernando Méndez Gschwend/ General Manager, Eduardo Watson Aurich/ Finance Manager



### Hortifrut Perú S.A.C

Legal address	Carretera Industrial Alaredo km 1.5, Zona Industrial El Palmo. Distrito y Provincia Trujillo, Departamento de la Libertad, Peru.
RUC/ID	20602822533 (Peru)
Type of entity	Closely-held corporation
Incorporation documents	Public deed N°400 dated January 12, 2018. Inscribed under number 11336382 at the <i>Superintendencia Nacional de Registros Públicos</i> , Zona Registral number V, Sede Trujillo.
Corporate capital	US\$ 46,028,803 divided in 138,059,800 shares
Interest	100% 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 can realize, without reserves or limitation, 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	Víctor Moller Opazo/Chairman, Juan Ignacio Allende Connelly/Director, Juan Carlos Toro Ruiz-Tagle/Director, Ulises Quevedo Berastain/Director, Rafael Quevedo Sturla/Director, Juan Luis Alemparte Rozas/Director
Senior executives	Fernando Méndez Gschwend/General Manager, Eduardo Watson Aurich/Finance Manager



Berries de Chao S.A.C.

Legal address	Carretera Industrial Alaredo km 1.5, Zona Industrial El Palmo. Distrito y Provincia Trujillo, Departamento de la Libertad, Peru.
RUC/ID	20602822207 (Peru)
Type of entity	Closely-held corporation
Incorporation documents	Public deed N°401 dated January 12, 2018. Inscribed under number 11336360 at the <i>Superintendencia Nacional de Registros Públicos</i> , Zona Registral number V, Sede Trujillo.
Corporate capital	US\$ 12,283,458 divided in 39,001,729 shares
Interest	100% 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 can realize, without reserves or limitation, 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	Does not apply
Senior executives	Fernando Méndez Gschwend/General Manager, Eduardo Watson Aurich/Finance Manager

### Honghe Jiayu Agriculture Ltd.

Legal address	Zuntangzi Village, Chache Town, Jianshui County, Honghe Prefecture, Yunnan Province, China
USCC/ID	91532500MA6KWE404E (China)
Type of entity	Limited liability company
Incorporation documents	Articles of Association dated June 20, 2017. Registered at the Administration for Industry and Commerce of Honghe Hani & Yi Autonomous Prefecture dated July 28, 2017
Corporate capital	US\$ 37,097,976
Interest	51% indirect
Corporate purpose	Growth, harvest and commercialization of any type of Berries and other fresh fruit; use, operation and development of agricultural technology, know-how and other patented vegetable material; import and export of technologies and goods.
Trade relationship	There is no commercial relationship between the company and Hortifrut S.A.
Board	Nicolas Moller Opazo/Director, Juan Ignacio Allende Connolly/Director, Jian Zhang/Director, Haiwei Wang/Director
Senior executives	Jiang Huitie/General Manager, Xiaoxu Li/Finance Manager, Diego Echeñique Eguiguren/Production Manager

### Hortifrut Colombia S.A.S.

Legal address	CL 70 BIS N° 4 41, Ciudad de Bogotá, Colombia
NIT/ID	901326430-2 (Colombia)
Type of entity	Limited partnership
Incorporation documents	Deed dated September 20, 2019, at the 16 Notary of Bogota of Mr. Gustavo Eduardo Vergara Wiesner. Recorded at the <i>Cámara de Comercio de Bogotá</i> under Verification Code N° 919394700285DB.
Corporate capital	US\$ 876,498 divided in 300,000 shares
Interest	75% indirect
Corporate purpose	a) Perform purchase, packing and export activities of blueberries cultivated by local producers in Colombia, and b) develop any legal activity
Trade relationship	This company exports fruit obtained from several producers in Colombia to Hortifrut S.A.'s trade subsidiaries in North America and Europe.
Board	Juan Carlos Toro Ruiz-Tagle/Director, Victor Moller Opazo/Director, Jorge Lima Vicencio/Director, Juan Alberto Castro Flores/Director, Luis Carlos Afanador Lopez/Director
Senior executives	Luis Carlos Afanador López/General Manager, Mauricio Camelo Piñeros/Finance Manager

# DIVIDEND POLICY

As per article 26 of the Corporate Statutes, the Company must annually distribute 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 2020, the Ordinary Shareholders' Meeting agreed to share a final dividend of US\$0.007574074 per share charged to the distributable net profits of the period ending December 31, 2019, equal to 50% of the distributable profits of said period.

## 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 standard, 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 34, 39, 42 and 58 of "International Financial Reporting Standard N° 3", 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, 2020 and 2019, as per the previously described dividend policy:



	31-dec-20	31-dec-19
Gains attributable to the Parent Company´s equity holders	54,024	3,556
Minuss:		
Increase Biological Assets to Fair Value	799	6,232
Deferred Taxes	(201)	(1,043)
<b>Distributable Net Profit</b>	<b>54,622</b>	<b>8,745</b>

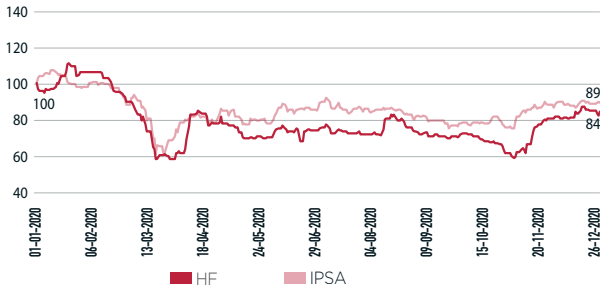
# DIVIDENDS AND SHARE TRANSACTIONS

## PAID DIVIDENDS

Nº	PAYMENT DATE	SERIES	Nº SHARES	AMOUNT (USD)	AMOUNT (USD/SHARE)	TYPE OF DIVIDEND
33	25-05-15	Single	435,520,079	2,938,690	0.0067	Final
34	23-10-15	Single	435,520,079	3,919,681	0.0090	Provisional
35	20-05-16	Single	435,520,079	2,873,068	0.0066	Final
36	21-10-16	Single	435,520,079	5,661,761	0.0130	Provisional
37	19-05-17	Single	435,520,079	7,282,599	0.0167	Final
38	20-10-17	Single	435,520,079	6,097,281	0.0140	Provisional
39	25-05-18	Single	435,520,079	6,180,901	0.0142	Final
40	23-11-18	Single	525,546,131	7,357,646	0.0140	Provisional
41	24-05-19	Single	525,546,131	10,721,141	0.0204	Final
42	22-05-20	Single	577,323,671	4,372,692	0.0076	Final

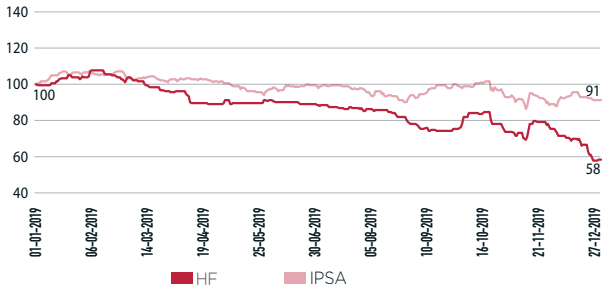
## STOCK INFORMATION (BASE 100)

### SHARE PRICE / IPSA VALUE 2020



SOURCE: Bloomberg. Closing price adjusted per dividend.

### SHARE PRICE / IPSA VALUE 2019



SOURCE: Bloomberg. Closing price adjusted per dividend.



## SHARE TRANSACTIONS

Hortifrut S.A.'s shares are traded on the *Bolsa de Comercio de Santiago* and the *Bolsa Electrónica de Chile*. The following table shows a summary of the transactions performed on these two stock markets since the IPO:

PERIOD	N° SHARES	TOTAL AMOUNT TRADED (ThCLP)	AVERAGE PRICE (CLP)
1st Quarter 2017	4,523,763	6,135,105	1,356.20
2nd Quarter 2017	17,275,634	22,021,353	1,274.71
3rd Quarter 2017	11,325,674	14,875,596	1,313.44
4th Quarter 2017	7,893,628	14,858,720	1,882.37
1st Quarter 2018	3,053,101	6,236,834	2,042.79
2nd Quarter 2018	25,413,427	52,657,914	2,072.05
3rd Quarter 2018	84,626,655	170,679,143	2,016.85
4th Quarter 2018	9,564,844	19,758,580	2,065.75
1st Quarter 2019	6,197,465	13,387,222	2,160.11
2nd Quarter 2019	4,334,364	8,337,877	1,923.67
3rd Quarter 2019	10,572,611	18,533,211	1,752.95
4th Quarter 2019	31,417,387	45,707,604	1,454.85
1st Quarter 2020	29,119,151	33,657,230	1,155.85
2nd Quarter 2020	15,874,203	14,449,960	910.28
3rd Quarter 2020	38,886,138	35,363,423	909.41
4th Quarter 2020	22,065,878	20,847,252	944.77



RELATED SHAREHOLDERS' TRANSACTIONS

YEAR 2020

TRANSACTION DATE	COMMUNICATION DATE OF THE TRANSACTION TO THE COMPANY	TYPE OF PERSON	RUT PERSON	DV	PATERNAL SURNAME	MATERNAL SURNAME	NAME / CORPORATE NAME	RELATION SHIP	TYPE OF TRANSACTION	VALUE TYPE	MNEMONIC	SERIE	N° TRADED SHARES	UNIT PRICE (CLP)	AMOUNT TRANSACTION (CLP)	TRANSACTION PERFORMED IN STOCK MARKET	OBSERVATIONS
17/11/2020	17/11/2020	LEGAL ENTITY	76.820.643	0			TALSA CHILE III SPA	CO	A	ACC	HF	SINGLE	2187,623	905.51	1.980.914.503	S	
17/11/2020	17/11/2020	LEGAL ENTITY	76.891.084	7			INVERSIONES COPEMIRA SPA	CO	A	ACC	HF	SINGLE	22,097	905.51	20.009.054	S	
17/11/2020	18/11/2020	LEGAL ENTITY	77.403.750	0			SAN JOSE FARMS SPA	CO	A	ACC	HF	SINGLE	1.201,987	905.51	1.088.411.248	S	
17/11/2020	17/11/2020	LEGAL ENTITY	77.813.860	3			INVERSIONES IMS LIMITADA	CO	A	ACC	HF	SINGLE	2.209,720	905.51	2.000.923.557	S	
17/11/2020	17/11/2020	LEGAL ENTITY	86.907.900	6			INMOBILIARIA ALGECIRAS LTDA	CO	A	ACC	HF	SINGLE	1.008,396	905.51	913.112.662	S	

YEAR 2019

TRANSACTION DATE	COMMUNICATION DATE OF THE TRANSACTION TO THE COMPANY	TYPE OF PERSON	RUT PERSON	DV	PATERNAL SURNAME	MATERNAL SURNAME	NAME / CORPORATE NAME	RELATION SHIP	TYPE OF TRANSACTION	VALUE TYPE	MNEMONIC	SERIE	N° TRADED SHARES	UNIT PRICE (CLP)	AMOUNT TRANSACTION (CLP)	TRANSACTION PERFORMED IN STOCK MARKET	OBSERVATIONS
20/12/2019	24/12/2019	LEGAL ENTITY	52.003.719	5			INVERSIONES VISIONARIO SPA	EDI	A	ACC	HF	SINGLE	666,666	1.400.00	933.332.400	S	
20/12/2019	24/12/2019	LEGAL ENTITY	93.682.000	K			COMERCIAL EPYSA S A	EDI	E	ACC	HF	SINGLE	2.000.000	1.400.00	2.800.000.000	S	
19/12/2019	20/12/2019	LEGAL ENTITY	52.003.719	5			INVERSIONES VISIONARIO SPA	EDI	A	ACC	HF	SINGLE	666,666	1.470.00	979.999.020	S	
19/12/2019	20/12/2019	LEGAL ENTITY	93.682.000	K			COMERCIAL EPYSA S A	EDI	E	ACC	HF	SINGLE	2.000.000	1.470.00	2.940.000.000	S	
11/12/2019	11/12/2019	LEGAL ENTITY	52.003.719	5			INVERSIONES VISIONARIO SPA	EDI	A	ACC	HF	SINGLE	666,668	1.570.00	1.046.668.760	S	
11/12/2019	11/12/2019	LEGAL ENTITY	93.682.000	K			COMERCIAL EPYSA S A	EDI	E	ACC	HF	SINGLE	2.000.000	1.570.00	3.140.000.000	S	
10/12/2019	11/12/2019	NATURAL PERSON	6.975.579	8	DEL SANTE	LIRA	JORGE	EJ	E	ACC	HF	SINGLE	30,969	1.506.39	46.651.500	S	
07/08/2019	08/08/2019	NATURAL PERSON	1.771.124	5	BARROILHET	BUCHANAN	MONICA LUZ MARIA	CDI	SVPE	ACC	HF	SINGLE	1,789	1.820.00	3.255.980	N	CONDON SCHIAVETTI FRANCISCO CESAR
07/08/2019	08/08/2019	NATURAL PERSON	31.848.164	4	CONDON	SCHIAVETTI	FRANCISCO CESAR	DI	SVPE	ACC	HF	SINGLE	3,830	1.820.00	6.970.600	N	
06/08/2019	07/08/2019	NATURAL PERSON	13.899.089	3	PIERRET	ORTIZ	GLORIA	EJ	SVPE	ACC	HF	SINGLE	1,789	1.820.00	3.255.980	S	
02/08/2019	05/08/2019	LEGAL ENTITY	77.403.750	0			SAN JOSE FARMS SA	AM	SVPE	ACC	HF	SINGLE	5,818,897	1.820.00	10.590.392.540	N	
31/07/2019	05/08/2019	LEGAL ENTITY	52.003.719	5			INVERSIONES VISIONARIO SPA	EDI	SVPE	ACC	HF	SINGLE	642,769	1.820.00	1.169.839.580	N	GERMAN NOVION
31/07/2019	05/08/2019	LEGAL ENTITY	76.433.220	2			INVERSIONES TRICAHUE LIMITADA	EDI	SVPE	ACC	HF	SINGLE	642,769	1.820.00	1.169.839.580	N	GERMAN NOVION
31/07/2019	01/08/2019	LEGAL ENTITY	76.820.643	0			TALSA CHILE III SPA	AM	SVPE	ACC	HF	SINGLE	10.344,807	1.820.00	18.827.548.740	N	
31/07/2019	01/08/2019	LEGAL ENTITY	76.891.084	7			INVERSIONES COPEMIRA SPA	AM	SVPE	ACC	HF	SINGLE	104,492	1.820.00	190.175.440	N	
31/07/2019	05/08/2019	LEGAL ENTITY	77.883.970	9			INVERSIONES BARLOVENTO LTDA	EDI	SVPE	ACC	HF	SINGLE	642,769	1.820.00	1.169.839.580	N	GERMAN NOVION
31/07/2019	01/08/2019	LEGAL ENTITY	86.907.900	6			INMOBILIARIA ALGECIRAS LTDA	AM	SVPE	ACC	HF	SINGLE	4.903,212	1.820.00	8.923.845.840	N	
31/07/2019	05/08/2019	LEGAL ENTITY	93.682.000	K			COMERCIAL EPYSA SA	EDI	SVPE	ACC	HF	SINGLE	1.601,762	1.820.00	2.915.206.840	N	GERMAN NOVION
30/07/2019	31/07/2019	LEGAL ENTITY	76.079.263	2			SAN JUAN DE VIRQUENCO TRES SA	AM	SVPE	ACC	HF	SINGLE	852,445	1.820.00	1.551.449.900	N	
30/07/2019	31/07/2019	LEGAL ENTITY	77.813.860	3			INVERSIONES IMS LIMITADA	AM	SVPE	ACC	HF	SINGLE	9.493,604	1.820.00	17.278.359.280	N	
30/07/2019	31/07/2019	LEGAL ENTITY	78.464.610	6			AGRICOLA SAN NICOLAS LIMITADA	AM	SVPE	ACC	HF	SINGLE	107,892	1.820.00	196.363.440	N	

# INVESTMENT PLANS

The Company's main financial activities correspond to short-term and long-term credit for the financing of work capital, exports and investments. The Banks with whom we have these credits, as well as the forwards and swap instruments, or that realize other types of financial operations through Bloomberg, such as the purchase and sale of currencies, are:

- **Chile:** Banco Bice, BTG Pactual, Banco de Chile, China Construction Bank (CCB), Banco Consorcio, Credicorp, Banco de Crédito e Inversiones, Banco de Crédito del Perú (BCP), Banco Estado, HSBC, Banco Industrial y Comercial de China (ICBC), Banco Internacional, Banco Itaú Corpbanca, Banco Latinoamericano de Comercio Exterior (Bladex), Bando de Occidente, Rabofinance, Banco Santander, Scotiabank and Banco Security.
- **Peru:** Banco BBVA Perú, Banco de Crédito del Perú (BCP), Interbank, Metlife, Rabofinance and Scotiabank Perú.
- **Mexico:** Banamex and HSBC.
- **Spain:** Banco BBVA, Bankinter, La Caixa, Banco Sabadell and Banco Santander Central Hispano.
- **United States:** BCI Miami Branch, Citibank NA, Fifth Third Bank and Itaú Corpbanca NY Branch.
- **China:** Bank of Communications.

# 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 consolidated financial statements, as of the closing of each year:

- Maintain an annual Net Financial Debt level divided by EBITDA lower or equal to 6.0 times as of December 31 of each year and lower or equal to 4.5 times as of June 30 of each year.
- Maintain Financial Cost Hedging (EBITDA divided by net financial expenses of the last 12 months) equal or higher than 4.0 times as of June 30 of each year.
- Maintain the Net Financial Debt divided Total Equity ratio lower than 1.0 time as of June 30 of each year.

Within the structured debt, we count with bonds on the Chilean market, (in UF, but with a cross currency swap of hedge associated, since the Company's functional currency is the American dollar), through the issuance of series A and B. Series A counts with the green and social certification of Vigeo Eiris. The green and social bond has an impact on three sustainability categories: Water Management, Climate Action and Local Development and Empowerment. The project associated to the bond aims to contribute with six Sustainable Development Goals (SDG): SDG4 Quality Education; SDG6 Clean water and Sanitation; SDG8 Decent Work and Economic Growth; SDG10 Reduced inequalities; SDG12 Responsible Consumption and Production and SDG13 Climate Action.



Additionally, we count with a Green & Social Loan refinancing with Rabobank for US\$26 million, in order to reaffirm our commitment with Sustainability.

During 2020, within Hortifrut's main financial operations, is the subscription of a syndicate credit contract and a bilateral credit contract for a total of US\$101 million, which counted with the participation of Banco Santander, Industrial and Commercial Bank of China (ICBC), Banco de Occidente, Bladex and Rabobank, which were fixed at a term of 5 years with 2 years of grace period. These credit funds were totally used to refinance short-term liabilities.

These operations show the wide access to the Chilean and international financial market that the Company has, since despite the adverse conditions faced during 2020 in the market due to the COVID-19 pandemic, favorable conditions were obtained, adjusting its maturity profile and strengthening its financial structure.

# LICENSES AND AGREEMENTS

CONTRACT REFERENCE	SPECIES	LICENSOR	LICENSEE
Blue Berry	Blueberry	Michigan Blueberry Growers	Hortifrut North America, Inc.
Atlantic Blue Program	Blueberry	Royal Berries	Hortifrut S.A.
Aurora, Draper, Liberty, Calypso and Osorno	Blueberry	Michigan State University	Hortifrut S.A.
Chickadee, Bobalink, Raven and Meadowlak	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut S.A.
Licencia Comercialización Kestrel	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut S.A.
Meadowlak y Kestrel	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut S.A.
Farthing, Flicker, Scintilla, San Joaquin and Kestrel	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut S.A.
New Selections	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut Perú S.A.C. and Hortifrut North America Inc.
Arcadia, Avanti and Endura	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut Perú S.A.C.
Kestrel	Blueberry	Florida Foundation Seed Producers, Inc. (University of Florida)	Hortifrut S.A.
Other 13 varieties	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.
OZ Varieties Pty	Blueberry	United Export	Hortifrut S.A.
Pacific Berry Breeding	Raspberry/ Blackberry		Hortifrut North America, Inc.
Consorcio de la Fruta	Raspberry		Hortifrut Chile S.A.
Breeding Agreement California	Blackberry	University of Arkansas	Hortifrut North America, Inc.
INIA / Hortifrut	Murtilla	INIA	Hortifrut S.A.

# MAIN ASSETS

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

COUNTRY	OWNER	ASSET	DESCRIPTION	SURFACE
Chile	Hortifrut Comercial S.A.	Property	Site 1-2, 4-16, 55-84, Plot N°151, Colonia Gabriel González Videla, La Serena, Chile	23.00 has
Chile	Hortifrut Comercial S.A.	Water Right	2.48 shares, Plot N°151, Colonia Gabriel González Videla, La Serena, Chile	N/A
Chile	Agrícola El Pampino S.A.	Property	Lot N°2 Plot N°12, Proyecto Parcelación Los Maitenes, Purránque, Osorno, Chile	22.16 has
Chile	Agrícola El Pampino S.A.	Property	Lot N°2 Retazo Fundo Carihue, Predio La Piedra, Purránque, Osorno, Chile	26.18 has
Chile	Agrícola El Pampino S.A.	Water Right	Underground water, Purránque, Osorno, Chile	N/A
Chile	Agrícola Sta. Rosa del Parque S.A.	Property	Lot A-1, Hijueta A, Fundo El Parque, Angol, Chile	66.84 has
Chile	Agrícola Sta. Rosa del Parque S.A.	Water Right	Canal Ñipaco, Angol, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Property	Rustic property, Río Negro, Chile	207.00 has
Chile	Agrícola Hortifrut S.A.	Water Right	Aguas Río Forrahue, Río Negro, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Property	Lot N°12-A Plot N°12, Proyecto Parcelación Santa Isabel, Freire, Chile	42.50 has
Chile	Agrícola Hortifrut S.A.	Property	Plot N°10, Santa Isabel y Los Cipreses, Freire, Chile	53.10 has
Chile	Agrícola Hortifrut S.A.	Water Right	Canal Allipén, 50 of 20 shares and 183 of 25.000 shares, Freire, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Water Right	Canal Allipén, 14 watering actions, Freire, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Water Right	Canal Allipén, 14 watering actions, Freire, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Property	Plot N°4 Proyecto Parcelación Arturo Araya, ex Fundo Curaco, Panguipulli, Chile	14.57 has
Chile	Agrícola Hortifrut S.A.	Property	Plot N°5 Proyecto Parcelación Arturo Araya, ex Fundo Curaco, Panguipulli, Chile	43.40 has
Chile	Agrícola Hortifrut S.A.	Property	Plot N°6 Proyecto Parcelación Arturo Araya, ex Fundo Curaco, Panguipulli, Chile	6.97 has
Chile	Agrícola Hortifrut S.A.	Property	Plot N°8 Proyecto Parcelación Arturo Araya, ex Fundo Curaco, Panguipulli, Chile	22.46 has
Chile	Agrícola Hortifrut S.A.	Property	Lot A Comohue Field, Vista Hermosa, Panguipulli, Chile	98.53 has
Chile	Agrícola Hortifrut S.A.	Property	Hijueta N° 1 Fields La Pantalla y El Zarzal, Panguipulli, Chile	47.30 has
Chile	Agrícola Hortifrut S.A.	Water Right	50 lts/s and annual volume of 1,576,800 m³ well N°2 Fundo El Mirador, Panguipulli, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Water Right	42 lts/s and annual volume of 1,324,512 m³ well N°4 Vista Hermosa, Panguipulli, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Water Right	16 lts/s and annual volume of 504,576 m³ well N°3 Vista Hermosa, Panguipulli, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Water Right	26 lts/s and annual volume of 819,936 m³ well N°1 Vista Hermosa, Panguipulli, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Water Right	28 lts/s and annual volume of 883,008 m³ well, Panguipulli, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Water Right	43 lts/s and annual volume of 1,237,500 m³ well N°1 and N°2, Panguipulli, Chile	N/A
Chile	Agrícola Hortifrut S.A.	Water Right	37 lts/s and annual volume of 1,166,832 m³ well N°3 Fundo Curaco, Chile	N/A
Chile	Agrícola Mataquito S.A.	Property	Hijueta Tercera del Fundo Ponunquén, Curepto, Chile	79.00 has
Chile	Agrícola Mataquito S.A.	Property	Lot B of Plano de Hijueta Ponunquén, Curepto, Chile	20.18 has
Chile	Agrícola Mataquito S.A.	Water Right	88 lt/s and 25% of 88 lts, Curepto, Chile	N/A
Chile	Hortifrut Chile S.A.	Property	Lot 2 of Hijueta 2da de Lote B, Resto o Reserva Fundo Virquenco, Los Ángeles, Chile	5.50 has
Chile	Hortifrut Chile S.A.	Property	Lot 1-B, Resto de la Parte Norte del Fundo El Congreso, Gorbea, Chile	4.83 has
Chile	Hortifrut Chile S.A.	Property	Hijueta N°2, Granja Nahuel, Lote Sector B, Resto Chacra Santa María, Angol, Chile	0.50 has
Chile	Hortifrut Chile S.A.	Property	Hijueta N°2, Hijueta Central Ñipaco, Angol, Chile	0.50 has
Chile	Agrícola Vida Nueva S.A.	Property	Lot Two, of an approximate surface of 8.02 hectares, Loncoche, Chile	8.02 has
Chile	Agrícola Vida Nueva S.A.	Property	Lot D-2, located in the Manhue sector, Loncoche, Chile	4.73 has
Chile	Agrícola Vida Nueva S.A.	Property	Lot C Two, located in Huis capi, Loncoche, Chile	8.02 has
Chile	Agrícola Vida Nueva S.A.	Property	Lot B, resulting from the subdivision of a property of greater extension located in Huis capi, Loncoche, Chile	4.73 has
Chile	Agrícola Vida Nueva S.A.	Property	Lote Two of the subdivision of the property denominated Santa Marta, located in Huis capi, Loncoche, Chile	19.35 has
Chile	Agrícola Vida Nueva S.A.	Property	Lot C of 9-A1, Proyecto Parcelación Casahue, Loncoche, Chile	1.00 has
Chile	Agrícola Vida Nueva S.A.	Property	Lot 9 A1-A2, Proyecto Parcelación Casahue, Loncoche, Chile	3.00 has



## MAIN LAND AND PROPERTIES OWNED BY HORTIFRUT S.A. AND SUBSIDIARIES (CONTINUED)

COUNTRY	OWNER	ASSET	DESCRIPTION	SURFACE
Chile	Agrícola Vida Nueva S.A.	Property	Lot 9-A 1D of the subdivision of the property of greater extension denominated Parcela N°9, Proyecto Parcelación Casahue, Loncoche, Chile	16.00 has
Chile	Agrícola Vida Nueva S.A.	Property	Lot 8-A resulting from the subdivision of a property of greater extension denominated Parcela N° 8, Loncoche, Chile	20.40 has
Chile	Agrícola Vida Nueva S.A.	Property	Lot 8-B resulting from the subdivision of a property of greater extension denominated Parcela N° 8, Loncoche, Chile	2.80 has
Chile	Agrícola Vida Nueva S.A.	Water Right	Surface water and currents Estero Sin Nombre, Loncoche, Chile	N/A
Chile	Hortifrut S.A.	Property	Lot 1-AB, Parque Industrial Vespucio Lo Echevers, located at calle Antillanca Norte, Pudahuel, Santiago, Chile	3.16 has
Chile	Hortifrut S.A.	Property	Lot 2-AB, Parque Industrial Vespucio Lo Echevers, located at calle Antillanca Norte, Pudahuel, Santiago, Chile	3.16 has
Chile	Hortifrut S.A.	Property	Office 34, parkings 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
Chile	Hortifrut S.A.	Property	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 Condor N°600, Huechuraba, Santiago, Chile	N/A
Chile	Hortifrut S.A.	Property	Warehouse 43, parkings 47, 48, 49 and 50 of Edificio La Pirámide, Av. Del Valle N°601, Huechuraba, Santiago, Chile	N/A
Chile	Vitafoods SpA	Property	Lot One Resto Fundo Coihuecura o Potrero de Afuera, Yervas Buenas, Linares, Chile	6.78 has
Chile	Vitafoods SpA	Water Right	9 actions of the Aguas Canal Olivar Community, San Ignacio, Linares, Chile	N/A
Chile	Vitafoods SpA	Property	Parcela 1, Proyecto Parcelación "Las Coles", camino Chillán Coihueco, Chillán, Chile	5.00 has
Chile	Vitafoods SpA	Property	Hijuela 1 o Lote 1, Subdivisión Parcela 3, Proyecto Parcelación "Las Coles", Chillán, Chile	9.18 has
Chile	Vitafoods SpA	Water Right	0.814 irrigators or actions of río Chillán, Canal Venecia, Junta de Vigilancia del río Chillán, Chillán, Chile	N/A
Chile	Vitafoods SpA	Water Right	Underground water for a flow of 14 lt/s., Proyecto Parcelación "Las Coles", Chillán, Chile	N/A
Chile	Vitafoods SpA	Water Right	Underground water for a flow of 9 lt/s., Proyecto Parcelación "Las Coles", Chillán, Chile	N/A
Chile	Vitafoods SpA	Property	Lot B, Plot N°47, Proyecto Parcelación Ajial Valdivieso, Retiro, Linares, Chile	0.24 has
Chile	Vitafoods SpA	Property	Lot 5, Plot N°47, Proyecto Parcelación Ajial Valdivieso, Retiro, Linares, Chile	1.00 has
Chile	Vitafoods SpA	Property	Lot 3-B, Plot N°47, Proyecto Parcelación Ajial Valdivieso, Retiro, Linares, Chile	0.75 has
Chile	Vitafoods SpA	Property	Lot 12, subdivision of "El Guindo" field, Romeral, Curicó, Chile	0.50 has
Chile	Vitafoods SpA	Property	Lot 21, subdivision "El Guindo" field, Romeral, Curicó, Chile	0.51 has
Chile	Vitafoods SpA	Water Right	0.08 irrigators, Canal La Cañada from río Teno, Romeral, Chile	N/A
Spain	Hortifrut España Southern Sun S.L.	Property	Farm 830 of Polígono 258, at the site denominated Campo de Aviación, Lugo, Galicia, Spain	117.75 has
Mexico	HF Sarbanand S. de R.L. de C.V. <sup>(12)</sup>	Property	Rustic property denominated Camichin Llano, Zapotlán El Grande, Jalisco, Mexico	27.85 has
Mexico	HF Sarbanand S. de R.L. de C.V. <sup>(12)</sup>	Property	Fraction resulting from the subdivision of the rustic property denominated Camichin Redondo, Zapotlán El Grande, Jalisco, Mexico	27.60 has
Mexico	HF Sarbanand S. de R.L. de C.V. <sup>(12)</sup>	Property	Rustic property "Los Camichines", Zapotlán El Grande, Jalisco, Mexico	11.20 has
Mexico	HF Sarbanand S. de R.L. de C.V. <sup>(12)</sup>	Property	Fraction resulting from the rustic property "Camichin Redondo", Zapotlán El Grande, Jalisco, Mexico	2.14 has
Mexico	Hortifrut ABA S.A. de C.V.	Property	Fraction of the denominated Rustic Property "Los Guayabos", located in the Municipio de Zapotiltic, Jalisco, Mexico	1.50 has
Mexico	Hortifrut S.A. de C.V.	Property	Fraction of property deducted from denominated Rustic Property "La Magdalena", located at Rancho La Magdalena, Tacambaro, Municipio y Distrito de Michoacán, Mexico	0.25 has
Mexico	Hortifrut S.A. de C.V.	Property	Fraction of lot number 39, Parque Industrial Zapotlán 2000, Zapotlán El Grande, Jalisco, Mexico	0.30 has
Peru	HFE Berries Perú S.A.C.	Property	Lots B6a and B6b of the Irrigation Project Olmos, Peru	506.00 has
Peru	Hortifrut Tal S.A.C.	Property	Lot 2(1)D, Fundo Armonía, Chao, Virú, Peru	9.22 has

(12) 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.



MAIN LAND AND PROPERTIES OWNED BY HORTIFRUT S.A. AND SUBSIDIARIES  
(CONTINUED)

COUNTRY	OWNER	ASSET	DESCRIPTION	SURFACE
Peru	Hortifrut Tal S.A.C.	Property	Agonía I, Fundo Agonía, Chao, Virú, Peru	644.45 has
Peru	Hortifrut Tal S.A.C.	Property	Reproductora II, Fundo San Luis, Chao, Virú, Peru	121.60 has
Peru	Hortifrut Tal S.A.C.	Property	Reproductora I, Fundo San Luis, Chao, Virú, Peru	217.40 has
Peru	Hortifrut Perú S.A.C.	Property	Lot 2(1)A Sector I, Fundo Armonía, Chao, Virú, Peru	16.98 has
Peru	Hortifrut Perú S.A.C.	Property	Lot 2(1)B Sector I, Fundo Armonía, Chao, Virú, Peru	32.02 has
Peru	Hortifrut Perú S.A.C.	Property	Lot 2(1)C, Fundo Armonía, Chao, Virú, Peru	164.55 has
Peru	Hortifrut Perú S.A.C.	Property	Lot 2(1) Sector I U.C. 2-1, Fundo Armonía, Chao, Virú, Peru	568.13 has
Peru	Hortifrut Perú S.A.C.	Property	Sub Lot 02 B Sector I, Quebrada La Agonía, Fundo El Remanso, Chao, Virú, Peru	7.61 has
Peru	Hortifrut Perú S.A.C.	Property	Planta Salaverry, Salaverry, Trujillo, Peru	N/A
Peru	Hortifrut Perú S.A.C.	Co-property	Rustic property located at Carretera Panamericana UC 10130, Chao, Virú, Peru	17.00 has
Peru	Berries de Chao S.A.C.	Property	Apsa II Sub Lote A, Fundo El Remanso, Chao, Virú, Peru	556.13 has
Peru	Berries de Chao S.A.C.	Property	Lot 2A(1)B, Fundo Ilusión, Chao, Virú, Peru	172.33 has
USA	Hortifrut Imports Inc.	Property	Land Section 10, Township 11 North, Ra, Arvin, California, United States	60.70 has
USA	Hortifrut Imports Inc.	Property	Lot APN 737-200-000 & 031, Oasis, California, United States	17.00 has

LEASE CONTRACTS OF FIELDS AND PROPERTIES

COUNTRY	LESSOR	LESSEE	DESCRIPTION	SURFACE
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Part of a piece of three, Predio Virquenco, Santa Fe, Fundo Los Robles, Los Ángeles, Chile	21.00 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Lot N°1 and N°2, Plot N°67, Proyecto Parcelación Virquenco, Los Ángeles, Chile	3.00 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Plot N°52 ,Proyecto Parcelación Virquenco, Los Ángeles, Chile	12.60 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Plot N°66, Proyecto Parcelación Virquenco, Los Ángeles, Chile	21.10 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Plot N°69, Proyecto Parcelación Virquenco, Los Ángeles, Chile	7.00 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Plot N°71, Proyecto Parcelación Virquenco, Los Ángeles, Chile	16.83 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Plot N°72, Proyecto Parcelación Virquenco, Los Ángeles, Chile	8.00 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Plot N°73, Proyecto Parcelación Virquenco, Los Ángeles, Chile	18.10 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Plot N°74, Proyecto Parcelación Virquenco, Los Ángeles, Chile	22.30 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Hijuela 2da, Lot B, Resto o Reserva Hacienda Virquenco, Los Ángeles, Chile	10.50 has
Chile	Inversiones IMG Dos Ltda.	Hortifrut S.A.	Plot N°50, Proyecto Parcelación Virquenco, Los Ángeles, Chile	4.26 has
Chile	Agrícola e Inmobiliaria Lumaco S.A.	Hortifrut S.A.	Plot N°68, Proyecto Parcelación Virquenco, Los Ángeles, Chile	13.60 has
Chile	Agrícola e Inmobiliaria Lumaco S.A.	Hortifrut S.A.	A portion of property denominated Plot N°51, Proyecto Parcelación Virquenco, Los Ángeles, Chile	6.22 has
Chile	Agrícola e Inmobiliaria Lumaco S.A.	Hortifrut S.A.	A portion of property denominated Plot N°64, Proyecto Parcelación Virquenco, Los Ángeles, Chile	8.10 has
Chile	Agrícola e Inmobiliaria Lumaco S.A.	Hortifrut S.A.	Plot N°75, Proyecto Parcelación Virquenco, Los Ángeles, Chile	20.00 has
Chile	Sara Eugenia Letelier Letelier	Hortifrut S.A.	Resto Hijuela 2da, Ponunquén Farm and Lot A of Plano de Hijuclación, Fundo Ponunquén, Curepto, Chile	76.37 has
Chile	Olga Albina Alvarez Schilling y Otros	Hortifrut S.A.	Lot C of Resto de la Hijuela de 160 has, Comuna de Gorbea (4ta faja), IX Región de la Araucanía, Chile	19.30 has
Chile	Sociedad Agrícola y Ganadera El Otonal Ltda.	Agrícola El Avellano S.A.	El Avellano Farm, Osorno, Chile	130.00 has
Chile	Eliseo Retamal Meza	Hortifrut Comercial S.A.	Part of property denominated El Recreo, Reloca, Chanco, Chile	1.00 has



## LEASE CONTRACTS OF FIELDS AND PROPERTIES (CONTINUED)

COUNTRY	LESSOR	LESSEE	DESCRIPTION	SURFACE
Chile	María Angélica Osorio Cortés	Hortifrut Comercial S.A.	Part of Plot N°136, Colonia Gabriel González Videla, La Serena, Chile	22.30 has
Chile	María Angélica Osorio Cortés	Hortifrut Comercial S.A.	Water Rights Plot N°136, Colonia Gabriel González Videla, La Serena, Chile	N/A
Chile	Nieves Santibáñez Mercado	Hortifrut Comercial S.A.	Lot N°3, resulting from the subdivision of Plot N°151, Colonia Gabriel González Videla, La Serena, Chile	0.50 has
Chile	Arándanos del Sur S.A.	Agrícola Hortifrut S.A.	Resto denominado Lote C, Santa Olga, Comuna Padre Las Casas, Chile	92.00 has
Chile	Hortifrut S.A.	Agrícola y Ganadera Santa Rebeca Ltda.	A property portion denominated Plot N°64, Proyecto Parcelación Virquenco, Los Angeles, Chile.	2.50 has
Chile	Alena Sneiderer González	Agrícola Mataquito S.A.	Plot 81, 83, 86, 88 and Lote D of Plot 82, Proyecto Parcelación El Tártaro y Lo Vicuña, Putaendo, Chile	42.21 has
Chile	Satel Inversiones Inmobiliarias S.A.	Hortifrut Chile S.A.	Offices 31 and 33, warehouse 28 and underground parking 71, 72, 73, 74, 75 and 76, Building N°1 denominated La Pirámide, Av. Del Condor N°600, Huechuraba, Santiago, Chile	291 mts²
Chile	Agrícola Hortifrut S.A.	Hortifrut Chile S.A.	Storage center located within the Rustic Property Río Negro, Chile	0.80 has
Chile	Agrícola Hortifrut S.A.	Hortifrut Chile S.A.	Portion of land of 1 hectare of Lot 12-A, Plot N°12, Proyecto Parcelación Santa Isabel, Freire, Chile	1.00 has
Chile	SOF South Organic Fruits S.A. (property leased from Frigorífico Santa Rosa)	Hortifrut Chile S.A.	1,200 m² warehouse and 140 m² office, Chillán, Chile	1,340 mts²
Chile	SOF South Organic Fruits S.A. (property leased from Frigorífico Santa Rosa)	Hortifrut Chile S.A.	Space of 340 m², cold chamber 1 of 826 m²; cold chamber 2 of 268 m² and cold chamber 3 of 356 m², Chillán, Chile	1,790 mts²
Chile	Agrícola e Inmobiliaria Lumaco S.A.	Agrícola Los Hualles SpA	Plot N°51, Proyecto Parcelación Virquenco, Los Angeles, Chile	5.40 has
Chile	Inversiones IMG Dos Ltda.	Agrícola Los Hualles SpA	Portion of Lot One of Higuera Segunda de Lot B and portion of Plot N°50, Proyecto de Parcelación Virquenco, Los Angeles, Chile	12.94 has
Chile	Global Organics SpA	Agrícola Los Hualles SpA	Plot N°52, Proyecto Parcelación Virquenco, Los Angeles, Chile	0.14 has
Chile	Hortifrut Chile S.A.	Agrícola Los Hualles SpA	Water rights for 12.4 lts/s and annual volume of 391,046.4 m³ in deep well, Virquenco, Los Angeles, Chile	N/A
Chile	Hortifrut S.A.	Agrícola Los Hualles SpA	Water rights for 45lts/s and annual volume of 354,780 m³ in deep well, Virquenco, Los Angeles, Chile	N/A
Chile	Sociedad Agroplus Ltda.	Hortifrut Management SpA	A part of San Agustín and Santa Ángela Farm, Cauquenes, Chile; Agricultural property denominated "Flor de Huapi" and "Predio Los Robles", Linares, Chile	287.00 has
Chile	Hortifrut Comercial S.A.	Hortifrut Management SpA	Lots 1 and 2, 4 to 16, 55 to 84 and 2.48 water shares, Plot N°151, Part of Plot N°136 and water rights, Colonia Gabriel González Videla, La Serena, Chile	25.30 has
Spain	Destro S.A.	Hortifrut España Southern Sun, S.L.	Rustic farm denominated El Alamillo, Municipio de Almonte, Provincia de Huelva, Andalucía, Spain	200.00 has
Spain	Patrimonial Arándalus, S.L.	Hortifrut España Southern Sun, S.L.	Rustic farm denominated El Rompido, Municipio de Cartaya, Provincia de Huelva, Andalucía, Spain	11.90 has
Spain	Regus Management España, S.L.	Hortifrut Europa, S.L.	An office room, Calle Leganitos N°47, Madrid, Spain	8 mts²
Spain	Regus Management España, S.L.	Hortifrut Europa, S.L.	An office room, Calle Leganitos N°47, Madrid, Spain	5 mts²
Netherlands	Fresh Park Venlo B.V.	Euroberry Marketing S.A.	Processing and packing plant located at Venrayseweg 136A, Venlo, Netherlands	8,000 mts²
Mexico	Guillermo Cortés Santiago	Hortifrut ABA S.A. de C.V.	Plot 65 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.47 has
Mexico	Abraham Mendoza Gudiño	Hortifrut ABA S.A. de C.V.	Plot 257 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	2.83 has
Mexico	Juan José Vargas Mendoza	Hortifrut ABA S.A. de C.V.	Plot 58 and 75 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	20.05 has
Mexico	Ramón Villalcazo M.	Hortifrut ABA S.A. de C.V.	Plot 62 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.41 has
Mexico	Hilario Javier Alcaraz	Hortifrut ABA S.A. de C.V.	Plot 531 and 61 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	5.00 has
Mexico	Victor Morales Aguilar	Hortifrut ABA S.A. de C.V.	Plot 64 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.71 has
Mexico	Consuelo Ocegueda Cardenas	Hortifrut ABA S.A. de C.V.	Plot 59 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	5.00 has
Mexico	Gonzalo Mendoza Villalvazo	Hortifrut ABA S.A. de C.V.	Plot 78 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	11.28 has
Mexico	Pedro Mendoza Ocegueda	Hortifrut ABA S.A. de C.V.	Plot 60 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	5.02 has
Mexico	M° del Refugio Preciado Barragán	Hortifrut ABA S.A. de C.V.	Plot 67 Z1 P2/4, Guayabos, Zapotiltic, Jalisco, Mexico	9.55 has

## LEASE CONTRACTS OF FIELDS AND PROPERTIES (CONTINUED)

COUNTRY	LESSOR	LESSEE	DESCRIPTION	SURFACE
Mexico	José de Jesús Sandoval Sandoval	Hortifrut ABA S.A. de C.V.	Coyotes field, El Salvador, Tequila, Jalisco, Mexico	89.25 has
Mexico	Habbibi Teresita Grayeb Moreno	Hortifrut-ABA, S.A. de C.V.	Rustic field known as "El Ranchito", El Salvador, Tequila, Jalisco, Mexico	38.12 has
Mexico	Gerogina del Toro Bayardo y Otros	Hortifrut ABA S.A. de C.V.	Part of the Rustic Field denominated Loma de Apango, El Crucero y El Molino, Zapotlán el Grande, Jalisco, Mexico	77.57 has
Mexico	Carlos del Toro Figueroa	Hortifrut ABA S.A. de C.V.	Middle property, Loma de Apango, El Crucero, Rincón del Zapote, Jalisco, Mexico	41.26 has
Mexico	Francisco y José Chávez Sánchez	Hortifrut ABA S.A. de C.V.	Portion of rustic field known as "Rincón del Zapote", Ciudad Guzmán, Jalisco, Mexico	20.00 has
Mexico	José del Toro Morales y Otros	Hortifrut ABA S.A. de C.V.	Portion of rustic field known as "Rincón del Zapote", Ciudad Guzmán, Jalisco, Mexico	57.00 has
Mexico	Francisco Ortiz Marín	Hortifrut ABA S.A. de C.V.	Rustic field known as "El Águila", Zamora, Michoacán, Mexico	11.86 has
Mexico	Agustín Cervantes Villanueva	Hortifrut ABA S.A. de C.V.	Rustic field 23 Z-1 P1/1, Sauz de Abajo, Zamora, Michoacán, Mexico	4.70 has
Mexico	Bernardo Gallegos Guzmán	Hortifrut ABA S.A. de C.V.	Rustic field 17 Z-1 P1/1, Sauz de Abajo, Zamora, Michoacán, Mexico	1.22 has
Mexico	Elva Bernardino Murillo	Hortifrut ABA S.A. de C.V.	Rustic field 5 Z-1 P1/1, Sauz de Abajo, Zamora, Michoacán, Mexico	4.80 has
Mexico	Jaime Gallegos Guzmán	Hortifrut ABA S.A. de C.V.	Rustic field 24 Z-1 P1/1, Sauz de Abajo, Zamora, Michoacán, Mexico	3.50 has
Mexico	Jorge Gallegos Guzmán	Hortifrut ABA S.A. de C.V.	Rustic field 18 Z-1 P1/1, Sauz de Abajo, Zamora, Michoacán, Mexico	6.60 has
Mexico	Lenin García Torres	HF Sarbanand S. de R.L. de C.V.	Rustic farms 316 Z2 P1/2, 317 Z2 P1/2, 319 Z2 P1/2, Ejido Mexico, Ahome, Sinaloa, México	21.66 has
Mexico	Lenin García García	HF Sarbanand S. de R.L. de C.V.	Rustic farm of 4.09 has, rustic farm N° catastral 7145 and 7338, Ejido Mexico, Ahome, Sinaloa, Mexico	72.90 has
Mexico	Lenin García García	HF Sarbanand S. de R.L. de C.V.	Rustic farm of 4.07 has and Plots ejidales 323 Z2 P1/2, 324 Z2 P1/2, 327 Z2 P1/2, 328 Z2 P1/2, 353 Z2 P1/2 and 355 Z2 P1/2, Ejido Mexico, Ahome, Sinaloa, Mexico	38.51 has
Mexico	Ramsés García Torres	HF Sarbanand S. de R.L. de C.V.	Rustic farm which totals 13.82 has, Ejido Mexico, Ahome, Sinaloa, Mexico	13.82 has
Mexico	Daniel Montaña Peña	HF Sarbanand, S. de R.L. de C.V.	Plots ejidales 338 Z2 P2/3, 339 Z2 P2/3, 341 Z2 P2/3, 343 Z2 P2/3, 344 Z2 P2/3, 345 Z2 P2/3, 346 Z2 P2/3, 347 Z2 P2/3, 348 Z2 P2/3, 350 Z2 P2/3 and 351 Z2 P2/3, Ejido San José de Ahome; Plot ejidal 1 Z1 P1/1, 2 Z1 P1/1, 4 Z1 P1/1, 5 Z1 P1/1, 7 Z1 P1/1, Ejido Campo Pesquero el Colorado; Rustic farms N°6601 and N°9242, Ejido de San José de Ahome, Ahome, Sinaloa, Mexico	116.00 has
Mexico	Joaquín Montaña Yamuni	HF Sarbanand, S. de R.L. de C.V.	Rustic property N°5735, N°5736, N°5737, property Medanos del Pozole; Plots ejidales 331 Z2 P2/3, 334 Z2 P2/3, 335 Z2 P2/3, 336 Z2 P2/3, Ejido San José de Ahome; and Plot ejidal 9 Z1 P1/1, Ejido Campo Pesquero el Colorado, Ahome, Sinaloa, Mexico	96.90 has
Mexico	Victor Mercado Mexia and Hortencia Calles Campoy	HF Sarbanand, S. de R.L. de C.V.	Fraction of rustic farm N°5593, Santa Rosa Property, Ahome, Sinaloa, Mexico	32.00 has
Mexico	Hortencia Calles Campoy	HF Sarbanand, S. de R.L. de C.V.	Fraction of rustic farm, Lot 19, Fraction of Property Santa Rosa, Ahome, Sinaloa, Mexico	35.00 has
Mexico	Rosa Mireya Mercado Mexia	HF Sarbanand, S. de R.L. de C.V.	Rustic property of 38.00 has, Predio de Corerepe, Guasave, Sinaloa, Mexico	38.00 has
Mexico	Rodolfo Peña Roman	HF Sarbanand, S. de R.L. de C.V.	Rustic property of 105.74 has, Predio de Corerepe, Guasave, Sinaloa, Mexico	105.74 has
Mexico	Rodolfo Joaquin Peña Farber	HF Sarbanand, S. de R.L. de C.V.	Rustic property of 44.00 has, Predio de Corerepe, Guasave, Sinaloa, Mexico	44.00 has
Mexico	Zaida Román Castro	HF Sarbanand, S. de R.L. de C.V.	Rustic property of 95.60 has, Predio de Corerepe, Guasave, Sinaloa, México	95.60 has
Mexico	Germán Daniel Argueso Mendoza	HF Sarbanand, S. de R.L. de C.V.	Rustic property of 56.29 has, Predio de Corerepe, Guasave, Sinaloa, Mexico	56.29 has
Mexico	Daniel Oregel Madrigal y Otra	Hortifrut S.A. de C.V.	Rustic property denominated "El Casco o la Sierilla", Municipio de Peribán, Michoacán, Mexico	1.75 has
Mexico	Victor Mercado Calles	Hortifrut S.A. de C.V.	Part of Lot 19, Fractioning Property Santa Rosa, Ahome, Los Mochis, Sinaloa, Mexico	4.00 has
Mexico	Agrícola Diana Laura, S.P.R. de R.L.	Hortifrut S.A. de C.V.	Lot 8 of Manzana B, Carretera Internacional México 15, entronque Blvd. Macario Gaxiola, Los Mochis, Sinaloa, Mexico	N/A
Mexico	Anays Naranjo Araiza	Hortifrut S.A. de C.V.	Store N°8 and N°9, Carretera Transpeninsular S/N, Plot N°78, Rancho San Ramón de la delegación Vicente Guerrero, Ensenada, Baja California, Mexico	87 mts²
Mexico	Rodolfo Peña Román	Hortifrut S.A. de C.V.	Rustic property of 1.75 has located on Calle 4 y Carretera Nacional, Guasave, Sinaloa, Mexico	1.75 has
Mexico	Jaime Lares Rangel	Agrícola Los Reyes S. de R.L. de C.V.	Store F-56, Condominio Concentro, Avenida Vallarta 6503, Colonia Ciudad Granja, Zapopán, Jalisco, Mexico	56 mts²
Mexico	Heinrich Wolfgang Wulfert	Agrícola Los Reyes S. de R.L. de C.V.	Floor 9, Torre Corey, Av. Vallarta 6503, Colonia Ciudad Granja, Zapopán, Jalisco, Mexico	303 mts²
Mexico	Patricia Judith Ceballos Larios y Marisa	Agrícola Los Reyes S. de R.L. de C.V.	Francisco I Madero 77, Zapotiltic, Jalisco, Mexico	734 mts²



## LEASE CONTRACTS OF FIELDS AND PROPERTIES (CONTINUED)

COUNTRY	LESSOR	LESSEE	DESCRIPTION	SURFACE
Mexico	Patricia Judith Ceballos Larios	Agrícola Los Reyes S. de R.L. de C.V.	Francisco I Madero 75, Zapotiltic, Jalisco, Mexico	292 mts²
Mexico	Silvia Gutiérrez Torres	Agrícola Los Reyes S. de R.L. de C.V.	Farm N°26, Calle David Ceballos, Interior 1, Colonia Colinde, Zapotiltic, Jalisco, Mexico	1,00 has
Mexico	Aurora Torres Galván and Other	Agrícola Los Reyes S. de R.L. de C.V.	Calle Guerrero N°12, Zapotiltic, Jalisco, Mexico	385 mts²
Mexico	José Gutiérrez Torres and Other	Agrícola Los Reyes S. de R.L. de C.V.	Calle Guerrero N°14, Zapotiltic, Jalisco, Mexico	325 mts²
Mexico	Francisco Gutiérrez Torres	Agrícola Los Reyes S. de R.L. de C.V.	Lot 5 Manzana 5, Fraccionamiento La Presa, Zapotiltic, Jalisco, Mexico	125 mts²
Mexico	Ramón Sandoval Cordero and Hilda Magallanes Rivera	Agrícola Los Reyes S. de R.L. de C.V.	Cuartel 1 de la Manzana 9, Calle Juana Castañeda N°2, El Salvador, Tequila, Jalisco, Mexico	292 mts²
Mexico	Francisco Vargas Buenrostro and Hortencia Saavedra Leal	Agrícola Los Reyes S. de R.L. de C.V.	Fraction 1, Lot 7 of Manzana 2, Zona 1, Poblado 5 de Noviembre, Zapotiltic, Jalisco, Mexico	300 mts²
Mexico	Francisco Vargas Buenrostro	Agrícola Los Reyes S. de R.L. de C.V.	Calle Mixtecos N°1 and N°1-A, Lot 8 de la Manzana 10, Fraccionamiento Praderas Moctezuma, Zapotiltic, Jalisco, Mexico	120 mts²
Mexico	María Aurora Torres Galván	Agrícola Los Reyes S. de R.L. de C.V.	Lot 1 de la Manzana 7, Fraccionamiento Praderas Moctezuma, Zapotiltic, Jalisco, Mexico	738 mts²
Mexico	María Aurora Torres Galván	Agrícola Los Reyes S. de R.L. de C.V.	Fraction of rustic property denominated "Los Flojos", Zapotiltic, Jalisco, Mexico	3,000 mts²
Mexico	César Sandoval Magallanes	Agrícola Los Reyes S. de R.L. de C.V.	Calle Álvaro Obregon corner calle Juan Castañeda, El Salvador, Tequila, Jalisco, Mexico	782 mts²
Mexico	Karime Gutiérrez Flores	Agrícola Los Reyes S. de R.L. de C.V.	Private street San Remo N°1271 and N°1281 Poniente, Fraccionamiento Privadas Country, Los Mochis, Sinaloa, Mexico	N/A
Mexico	Terra Nova Agroalimentos, S.P.R. de R.L.	Agrícola Los Reyes S. de R.L. de C.V.	Lot 13 of Manzana 5, Calle Ferrara N°37, Peivada Villa Venecia, Residencial Las Villas, Los Mochis, Sinaloa, Mexico	N/A
Mexico	Dora Lugo Valenzuela	Agrícola Los Reyes S. de R.L. de C.V.	Lot 11 of Manzana 12, Calle Cerrada del Álamo N°1966, Residencial Alcázar del Country, Los Mochis, Sinaloa, Mexico	264 mts²
Mexico	María Elena Paez Ibarra and Roberto Robles Gámez	Agrícola Los Reyes S. de R.L. de C.V.	Calle Río Fuente N°177, Fraccionamiento Jordán Madero, Ahome, Sinaloa, Mexico	N/A
Mexico	Martha Elva Dávila Berrelleza	Agrícola Los Reyes S. de R.L. de C.V.	Lot 6 of Manzana 32, Calle Pioneros N°2556, Fraccionamiento Quinta Real, Ahome, Sinaloa, Mexico	153 mts²
Mexico	Michael Ricciardi Fuentes	Agrícola Los Reyes S. de R.L. de C.V.	Boulevard Santillana, Coto 1, Interior Calle Lamasón, Casa H7, Zapopan, Jalisco, Mexico	N/A
Mexico	Fernando Valderrain Chávez and Rebeca Guerrero Meneses	Agrícola Los Reyes S. de R.L. de C.V.	Calle Profesor Doctor Miguel Aguilar Ávila N°1800, Interior 3, Fraccionamiento Jardines del Country, Los Mochis, Ahome, Sinaloa, Mexico	420 mts²
Mexico	Servicios Inmobiliarios y Logísticos del Pacífico, S.A. de C.V.	Agrícola Los Reyes S. de R.L. de C.V.	Stores 1, 2, 3, 4, 5, 6, 7, 8A and 8B, Boulevard Fuente de Poseidón N°455, Fraccionamiento las Fuentes, Los Mochis, Sinaloa, Mexico	1,241.34 mts²
Mexico	Alejandro Martín Villanueva Mendez	Agrícola Los Reyes S. de R.L. de C.V.	Store B12 at Avenida Santiago, Condominio Comercial Paraíso Azul, Zamora, Michoacán, Mexico	64 mts²
Mexico	Carlos Ochoa Gutiérrez	Agrícola Los Reyes S. de R.L. de C.V.	Calle Constitución N°512, Ciudad Guzmán Centro, Zapotlán el Grande, Jalisco, Mexico	494 mts²
Mexico	Sergio García Torres and Claudia Melchor Vázquez	Agrícola Los Reyes S. de R.L. de C.V.	Calle Hidalgo Poniente N°240, Colonia Centro, Zapotiltic, Jalisco, Mexico	279 mts²
Brazil	Edson Lopes	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Commercial Warehouse, Rua João Silvério N°312, Centro, Senador Amaral, Minas Gerais, Brazil	195 mts²
Brazil	Hudson Nogueira Luz	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Cold chamber, Rua João Silvério N°332, Centro, Senador Amaral, Minas Gerais, Brazil	N/A
Brazil	Antônio Marcos da Conceição Pereira	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Commercial warehouse, Rua Sebastião Alves de Resende N°02, Centro, Senador Amaral, Minas Gerais, Brazil	N/A
Brazil	Ricardo Gianini Filho	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Warehouse 2, Av. Perimetral N°10, Loteamento Elisa Bueno, Centro, Senador Amaral, Minas Gerais, Brazil	N/A

## LEASE CONTRACTS OF FIELDS AND PROPERTIES (CONTINUED)

COUNTRY	LESSOR	LESSEE	DESCRIPTION	SURFACE
Brazil	Shirlei Gianini Filho	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Warehouse 1, Av. Perimetral N°09, Loteamento Elisa Bueno, Centro, Senador Amaral, Minas Gerais, Brazil	N/A
Brazil	Espólio de João Alves de Rezende	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Area B, Sitio Lagoa Grande, Senador Amaral, Minas Gerais, Brazil	6.00 has
Brazil	Espólio de Gilberto Silvério de Rezende	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Area B2, Sitio Lagoa Grande, Senador Amaral, Minas Gerais, Brazil	6.79 has
Brazil	Maria Silvério de Mendonça	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Sitio Correntinho, Senador Amaral, Minas Gerais, Brazil	42.35 has
Brazil	Armando Merli Júnior e Antônio Romualdo Moraes Filho	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Offices 512 and 513 of Edifício Capital Corporate Office, Avenida Doutor Chucri Zaidan N°1550, Sao Paulo, Brazil	N/A
Brazil	Taffrio Serviços de Armazenagens Refrigeradas Ltda	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Commercial room N°14-external and refrigeration chamber, Avenida Prefeito Joao Vilalobo Quero 1505, Barueri, Sao Paulo, Brazil	N/A
Brazil	Anadir Helena da Silveira	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Apartment, Rua Geraldo Júlio N°65, Senador Amaral, Minas Gerais, Brazil	N/A
Brazil	Anadir Helena da Silveira	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Apartment, Praça Zeca Borges N°16, Senador Amaral, Minas Gerais, Brazil	N/A
Brazil	Elisabete Rodrigues Rezende de Araujo	BerryGood Comercial Impor. y Distribuidora de Frutas Ltda.	Warehouse - Sitio Lagoa Grande S/N, Senador Amaral, Minas Gerais, Brazil	N/A
Peru	Constructora e Inmobiliaria Brisas del Norte S.A.C.	HFE Berries Perú S.A.C.	Apartment N°202, street Los Zapadores N°135, Urb. Santa Victoria, Chiclayo, Lambayeque, Peru	N/A
Peru	Constructora e Inmobiliaria Brisas del Norte S.A.C.	HFE Berries Perú S.A.C.	Apartment N°203, street Los Zapadores N°135, Urb. Santa Victoria, Chiclayo, Lambayeque, Peru	N/A
Peru	María Alejandra Cevallos Dios	HFE Berries Perú S.A.C.	Property located at Urbanización Los Cocos del Chipe, Manzana O Lote 7, Piura, Peru	N/A
Peru	Tal S.A.	Hortifrut Tal S.A.C.	Lot VD 3, Puerto Mori 2, Virú, Peru	10.00 has
Peru	Avo Perú S.A.C.	Hortifrut Tal S.A.C.	Sector I, Quebrada La Agonía, Sub Lote 2A(I)-A, Chao, Virú, Peru	17.26 has
Peru	HFE Berries Perú S.A.C.	Hortifrut Tal S.A.C.	Nursery located at Lot B6A and B6B, Fnd. Rur. Poligonal, Olmos, Lambayeque, Peru	N/A
Peru	María Raquel Cerdeña	Hortifrut Perú S.A.C.	El Palmar N°115, Urbanización El Golf, Victor Largo Herrera, Trujillo, Peru	1,180 mts²
Peru	Olga Sonia Garnique López	Hortifrut Perú S.A.C.	Office N°102, N°103, N°104, N°105 and N°106, Las Flores del Golf, Manzana C lote 43, Trujillo, Peru	N/A
Peru	Manuel Amaro Castilla Orihuela and Other	Hortifrut Perú S.A.C.	Manzana W33, Lote 11A, Balneario Las Delicias, Moche, Trujillo, Peru	N/A
Peru	Carlos Manuel Moreno Linch	Hortifrut Perú S.A.C.	Av. Las Palmas N°400, Dpto 404, Trujillo, Peru	N/A
Peru	Mirian Rosa Bobadilla Sandoval	Hortifrut Perú S.A.C.	Manzana 5 lots 8 and 9, Chao, Virú, Peru	990 mts²
Peru	Ronnie Elvis Ruiz Vila	Hortifrut Perú S.A.C.	Street Los Cocoteros N°171, dpto N°212 and parking N°22, Trujillo, Peru	79 mts²
Peru	Olivia Mendieta Genovez	Hortifrut Perú S.A.C.	Manzana 60 Lote 13, Av. Prolongación Carlos Wiese, Chao, Virú, Peru	1,296 mts²
Peru	Olivia Mendieta Genovez	Hortifrut Perú S.A.C.	Manzana 60 lot 1, Urbanización Eben Ezer, Chao, Virú, Peru	397 mts²
Peru	Olivia Mendieta Genovez	Hortifrut Perú S.A.C.	Calle Chao, Manzana 59 lote N°01, Chao, Virú, Peru	174 mts²
Peru	Olivia Mendieta Genovez	Hortifrut Perú S.A.C.	Calle Chao, Manzana 56 Lote N°01, Chao, Virú, Peru	1,043 mts²
USA	Robin & Phil Lee	Hortifrut Imports Inc.	8119 Buena Fortina, Rincon/Carpinteria, California, United States	N/A
USA	Raphaele Juge	Hortifrut Imports Inc.	520 Brickell Key Dr, unit A313, Miami, Florida, United States	N/A
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Pueblo Zutangzi, Jianshui, Honghe, Yunnan, China	44.00 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Pueblo Zutangzi, Jianshui, Honghe, Yunnan, China	10.00 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Pueblo Gean, Jianshui, Honghe, Yunnan, China	43.37 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Town Wangfengzhuang, Jianshui, Honghe, Yunnan, China	25.73 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Town Wangfengzhuang, Jianshui, Honghe, Yunnan, China	0.67 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Town Baiyun, Jianshui, Honghe, Yunnan, China	91.33 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Town Baiyun, Jianshui, Honghe, Yunnan, China	7.94 has



## LEASE CONTRACTS OF FIELDS AND PROPERTIES (CONTINUED)

COUNTRY	LESSOR	LESSEE	DESCRIPTION	SURFACE
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Town Jiuneng, Mengzi, Honghe, Yunnan, China	97.67 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Town Mingbaihai, Mengzi, Honghe, Yunnan, China	50.70 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Town Xingou, Mengzi, Honghe, Yunnan, China	42.35 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Aldea Yunguang, Pueblo Nongkan, Mangshi, Dehong, Yunnan, China	42.08 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Aldea Xinghuan, Pueblo Zhemao, Mangshi, Dehong, Yunnan, China	34.75 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Aldea Xinghuan, Pueblo Zhemao, Mangshi, Dehong, Yunnan, China	30.91 has
China	Jianshui Local Government	Honghe Jiayu Agriculture Ltd.	Agricultural field at Aldea Xinghuan, Pueblo Zhemao, Mangshi, Dehong, Yunnan, China	0.85 has

## MAIN USUFRUCTS

COUNTRY	USUFRUCTOR	USUFRUCTUARY	DESCRIPTION OF ASSET	SURFACE
Chile	Rosa Villablanca Franco	Agrícola Vida Nueva S.A.	Plot N°33, Proyecto Parcelación Vida Nueva, Villarrica, Chile	10.00 has
Chile	Inversiones Canihua S.A.	Agrícola Vida Nueva S.A.	Resto Plot N°33, Proyecto Parcelación Vida Nueva, Villarrica, Chile	29.70 has

## MAIN GOODS IN LEASING

COUNTRY	FINANCIAL ENTITY	DEBTOR	DESCRIPTION OF ASSET
Chile	BCI	Vitafoods SpA	Lot E-2 and underground water exploitation rights, Ex Fundo Viña San Pedro, Molina, Chile
Peru	Scotiabank Perú S.A.A.	HFE Berries Perú S.A.C.	Processing and packing plant, located at Fundo "El Algarrobal" Ramal Sur, Lot B6A-B6B, Proyecto de Irrigación Olmos, Olmos, Lambayeque, Peru
Peru	Banco de Crédito del Perú	Hortifrut Tal S.A.C.	CCTV video surveillance system, Carretera Industrial Km 1,5, El Palmo, Trujillo, Peru
Peru	Scotiabank Perú S.A.A.	Hortifrut Perú S.A.C.	1 blueberries production line equipment brand A&B, 1 blueberries production line equipment BBC brand, jab washers, calibrators, inspection tables, filling system and clamshell elevators, packng table and fresh tracker
Peru	Scotiabank Perú S.A.A.	Hortifrut Perú S.A.C.	3 Nissan Frontier 4x2 trucks, 1 Ferrari V65 tractor, temperature control system for tunnel, air compressors, agricultural pulverizer, Olympian electrogen group, three phase transformers, 5 label appliers Etan K-50S and 5 Video Jet VJ-1220 coders

# INSURANCE POLICIES

COUNTRY	BENEFICIARY COMPANY	TYPE OF INSURANCE	TOPIC	CURRENCY	COVERED AMOUNT	VALIDITY
Chile	Agrícola Hortifrut S.A.	Loss due to stoppage	Loss due to stoppage	UF	100,000	31-05-21
Chile	Agrícola Hortifrut S.A.	Mobile Agricultural Equipment	Tractors	UF	7,282	31-08-21
Chile	Agrícola Hortifrut S.A.	Vehicles	Pick-up trucks	UF	2,500	31-08-21
Chile	Agrícola El Avellano S.A.	Fire	Building, Machinery and Installations, Content	UF	2,500	31-05-21
Chile	Agrícola El Avellano S.A.	Loss due to stoppage	Loss due to stoppage	UF	11,000	31-05-21
Chile	Agrícola El Avellano S.A.	Mobile Agricultural Equipment	Tractor - Damages and Expenses	UF	5,363	31-08-21
Chile	Agrícola El Avellano S.A.	Vehicles	Pick-up trucks	UF	850	31-08-21
Chile	Agrícola Vida Nueva S.A.	Fire	Building, Machinery and Installations, Content	UF	25,875	31-05-21
Chile	Agrícola Vida Nueva S.A.	Loss due to stoppage	Loss due to stoppage	UF	60,000	31-05-21
Chile	Agrícola Vida Nueva S.A.	Vehicles	Pick-up trucks	UF	550	31-08-21
Chile	Agrícola Vida Nueva S.A.	Mobile Agricultural Equipment	Tractor - Damages and Expenses	UF	2,425	31-08-21
Chile	Agrícola Santa Rosa del Parque S.A.	Fire	Building, Machinery and Installations, Content	UF	12,600	31-05-21
Chile	Agrícola Santa Rosa del Parque S.A.	Loss due to stoppage	Loss due to stoppage	UF	55,000	31-05-21
Chile	Agrícola Santa Rosa del Parque S.A.	Vehicles	Pick-up trucks	UF	550	31-08-21
Chile	Agrícola Santa Rosa del Parque S.A.	Mobile Agricultural Equipment	Tractor - Damages and Expenses	UF	7,249	31-08-21
Chile	Agrícola Mataquito S.A.	Fire	Building, Machinery and Installations, Content	UF	30,000	31-05-21
Chile	Agrícola Mataquito S.A.	Loss due to stoppage	Loss due to stoppage	UF	40,000	31-05-21
Chile	Agrícola Mataquito S.A.	Mobile Agricultural Equipment	Tractor - Damages and Expenses	UF	3,541	31-08-21
Chile	Agrícola Mataquito S.A.	Vehicles	Pick-up trucks	UF	850	31-08-21
Chile	Agrícola El Pampino S.A.	Fire	Building, Machinery and Installations, Content	UF	4,150	31-05-21
Chile	Agrícola El Pampino S.A.	Loss due to stoppage	Loss due to stoppage	UF	25,000	31-05-21
Chile	Agrícola El Pampino S.A.	Vehicles	Pick-up trucks	UF	280	31-08-21
Chile	Agrícola El Pampino S.A.	Mobile Agricultural Equipment	Tractor - Damages and Expenses	UF	2,409	31-08-21
Chile	Hortifrut Chile S.A.	Fire	Building, Machinery and Installations, Content	UF	1,390,800	31-05-21
Chile	Hortifrut Chile S.A.	Loss due to stoppage	Loss due to stoppage	UF	850,000	31-05-21
Chile	Hortifrut Chile S.A.	Terrorism & Sabotage	Terrorism	UF	500,000	31-05-21
Chile	Hortifrut Chile S.A.	Personnel accidents	Injury to Workers (Guards)	UF	3,000	27-02-21
Chile	Hortifrut Chile S.A.	Vehicles	Pick-up trucks	UF	12,550	31-08-21
Chile	Hortifrut Chile S.A.	Vehicles	Pick-up trucks	UF	3,900	31-08-21
Chile	Hortifrut Chile S.A.	Vehicles	Pick-up trucks	UF	850	31-08-21
Chile	Hortifrut Chile S.A.	Health and Life	Health and Life	UF	400 x pers.	31-07-21
Chile	Hortifrut Chile S.A.	Fresh Fruit, IQF, Materials	Fresh Fruit, IQF, Materials	USD	14,400,000	17-01-21
Chile	Hortifrut Chile S.A.	General and Product Civil Liability	General and Product Civil Liability	USD	5,000,000	31-07-21
Chile	Hortifrut Chile S.A.	Insurance Credit	Insurance Credit	USD	50,000,000	31-10-21
Chile	Hortifrut Chile S.A.	Maritime Transport Insurance	Maritime Transport	USD	7,000,000	30-06-21
Chile	Hortifrut S.A.	Directors and Executive (D&O)	Civil Liability of Directors and Executives	USD	10,000,000	31-07-21
Chile	Hortifrut S.A.	Fire	Building, Machinery and Installations, Content	UF	37,900	31-05-21
Chile	Hortifrut S.A.	Loss due to stoppage	Loss due to stoppage	UF	75,000	31-05-21
Chile	Hortifrut S.A.	Mobile Agricultural Equipment	Tractor - Damages and Expenses	UF	14,218	31-08-21
Chile	Hortifrut S.A.	Vehicles	Pick-up trucks	UF	3,100	31-08-21
Chile	Hortifrut Management SpA	Vehicles	Pick-up trucks	UF	850	31-08-21
Chile	Desarrollos Tecnológicos SpA	Vehicles	Pick-up trucks	UF	280	31-08-21





## INSURANCE POLICIES (CONTINUED)

COUNTRY	BENEFICIARY COMPANY	TYPE OF INSURANCE	TOPIC	CURRENCY	COVERED AMOUNT	VALIDITY
Netherlands	Hortiblu Logistics BV	Property Insurance	Machinery, equipment and inventory, and Fruit	EUR	6,098,961	01-10-21
Spain	Hortifrut Europa, S.L.	Civil Liability of Directors and Administration	Liability insurance for administrators and directors	EUR	2,000,000	17-07-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Tractor - Damage / Civil Liability	EUR	Commercial Value	01-01-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	01-01-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Tow truck - Damage / Civil Liability	EUR	Commercial Value	01-01-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	01-03-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	01-05-21
Spain	Hortifrut España Southern Sun, S.L.	Goods	Goods insurance	EUR	Commercial Value	12-05-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	01-06-21
Spain	Hortifrut España Southern Sun, S.L.	Goods	Travel insurance	EUR	50,000 per event	12-06-21
Spain	Hortifrut España Southern Sun, S.L.	Civil Liability	Civil Liability Insurance	EUR	3,000,000	01-07-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	12-08-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	06-09-21
Spain	Hortifrut España Southern Sun, S.L.	Accident Insurance for Workers	Installations Insurance	EUR	As per standard	30-10-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	01-03-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	01-01-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	12-06-21
Spain	Hortifrut España Southern Sun, S.L.	Installations	Group insurance permanent personnel	EUR	360,500 per event	30-10-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	16-11-21
Spain	Hortifrut España Southern Sun, S.L.	Vehicles	Pick up truck - Damage / Civil Liability	EUR	Commercial Value	15-12-21
Spain	Euroberry Marketing S.A.	Civil Liability	Product removal	EUR	3,000,000	23-08-21
Spain	Euroberry Marketing S.A.	Civil Liability	Civil Product Liability	EUR	12,000,000	23-08-21
Spain	Euroberry Marketing S.A.	Civil Liability	Accident Civil Liability per Victim	EUR	450,000	23-08-21
Spain	Euroberry Marketing S.A.	Credit Insurance	Customer Sales	EUR	90% unpaid	05-12-21
Mexico	Hortifrut S.A. de C.V.	Business goods protection	Fire, technology, machinery, civil liability, electronic equipment, theft with violence	USD	36,458	01-11-21
Mexico	Hortifrut S.A. de C.V.	Transporting of load	Land and maritime load transport insurance	USD	200,000 /shipment	01-11-21
Mexico	Hortifrut S.A. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	25-02-21
Mexico	Hortifrut S.A. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	06-10-21
Mexico	Hortifrut S.A. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	08-10-21
Mexico	Hortifrut S.A. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	09-10-21
Mexico	Hortifrut S.A. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	09-11-21
Mexico	Agricola Los Reyes S. de R.L. de C.V.	Greater Medical Expenses	Quarterly Personnel Medical Insurance	MXN	1734 times the minimum general monthly salary	28-05-21
Mexico	Agricola Los Reyes S. de R.L. de C.V.	Greater Medical Expenses	Medical Expenses Depending on Quarterly Personnel	MXN	1734 times the minimum general monthly salary	28-05-21
Mexico	Agricola Los Reyes S. de R.L. de C.V.	Life Insurance	Natural Death, Accidental Death, Total and Permanent Disability	MXN	36 months of gross monthly salary	24-07-21
Mexico	Agricola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	25-02-21
Mexico	Agricola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	05-09-21
Mexico	Agricola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	30-09-21

## INSURANCE POLICIES (CONTINUED)

COUNTRY	BENEFICIARY COMPANY	TYPE OF INSURANCE	TOPIC	CURRENCY	COVERED AMOUNT	VALIDITY
Mexico	Agrícola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	30-10-21
Mexico	Agrícola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	05-11-21
Mexico	Agrícola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	27-03-21
Mexico	Agrícola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	26-03-21
Mexico	Agrícola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	26-04-21
Mexico	Agrícola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	10-08-21
Mexico	Agrícola Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	18-09-21
Mexico	Agrícolas Los Reyes S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	06-10-21
Mexico	Hortifrut ABA S.A. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	09-10-21
Mexico	Hortifrut ABA S.A. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	25-02-21
Mexico	Hortifrut ABA S.A. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	09-10-21
Mexico	HF Sarbanand S. de R.L. de C.V.	Vehicles	Vehicles	MXN	Commercial Value	25-02-21
Peru	HFE Berries Perú S.A.C.	Multi-risk	All risk to first risk of stock, fixed machinery, mobile machinery and/or equipment, furniture and building	USD	20,387,852	12-06-21
Peru	HFE Berries Perú S.A.C.	Vehicles	Vehicles	USD	268,858	12-06-21
Peru	HFE Berries Perú S.A.C.	Civil Liability	Civil Liability	USD	1,000,000	12-06-21
Peru	HFE Berries Perú S.A.C.	Dishonesty, Disappearance and Destruction	Theft of fixed assets, assaults, goods, money and/or valuables of Directors in the power of messengers, among others	USD	100,000	12-06-21
Peru	Hortifrut Perú S.A.C. / Hortifrut Tal S.A.C. / Berries de Chao S.A.C.	Multi-risk	Multi-risk	USD	221,261,715	31-03-21
Peru	Hortifrut Perú S.A.C. / Hortifrut Tal S.A.C. / Berries de Chao S.A.C.	Dishonesty, Disappearance and Destruction	Loss of Money and/or Valuables, Forgery of Money Orders, Purchase Orders, Checks, Invoices, Bank Documents and Others, Theft and Assault	USD	"Conv I 300,000 Conv II 50,000 and Conv III 162,000 Conv IV and V 150,000 Conv VI 800,000"	31-03-21
Peru	Hortifrut Perú S.A.C. / Hortifrut Tal S.A.C. / Berries de Chao S.A.C.	Civil Liability	Third-Party Damage	USD	500,000	31-03-21
Peru	Hortifrut Perú S.A.C. / Hortifrut Tal S.A.C. / Berries de Chao S.A.C.	Transport of National Load	Land and Maritime Load Transport Insurance	USD	"200,000 per load Annual estimation 32,000,000"	31-03-21
Peru	Hortifrut Perú S.A.C. / Hortifrut Tal S.A.C. / Berries de Chao S.A.C.	Transport of International Load	Land and Maritime Load Transport Insurance	USD	"Limit per shipment 150,000 MAE 4,000,000"	31-03-21
Peru	Hortifrut Perú S.A.C. / Hortifrut Tal S.A.C. / Berries de Chao S.A.C.	Vehicles	Pick-up trucks	USD	2,373,974	31-03-21
Peru	Hortifrut Tal S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	31-12-20
Peru	Hortifrut Tal S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	30-11-21
Peru	Hortifrut Perú S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	31-12-20
Peru	Hortifrut Perú S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	30-11-21
Peru	Hortifrut Perú S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	01-06-21
Peru	Hortifrut Perú S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	01-06-21
Peru	Hortifrut Perú S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	01-02-21
Peru	Hortifrut Perú S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	01-07-21
Peru	Berries De Chao S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	31-12-20
Peru	Berries De Chao S.A.C.	Accident Insurance for Workers	Health, Pension, Medical Assistance and Life	PEN	As per standard	30-11-21
China	Honghe Jiayu Agriculture Ltd.	Asset Insurance	Fixed Assets	CYN	56,182,733	31-12-21
China	Honghe Jiayu Agriculture Ltd.	Asset Insurance	Fixed Assets and Inventories	CYN	90,189,815	02-08-21
China	Honghe Jiayu Agriculture Ltd.	Asset Insurance	Fixed Assets and Inventories	CYN	65,237,365	19-03-21



## INSURANCE POLICIES (CONTINUED)

COUNTRY	BENEFICIARY COMPANY	TYPE OF INSURANCE	TOPIC	CURRENCY	COVERED AMOUNT	VALIDITY
China	Honghe Jiayu Agriculture Ltd.	Asset Insurance	Fixed Assets and Inventories	CYN	26,608,275	01-06-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	83,596	04-01-22
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	83,596	04-01-22
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	83,596	13-01-22
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	84,507	20-01-22
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	74,680	18-11-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	91,916	26-10-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	85,593	20-09-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	84,296	28-08-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	151,200	19-08-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	206,022	05-07-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	110,300	16-06-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	84,685	24-04-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	83,596	23-04-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	103,133	13-03-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	103,133	13-03-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	147,724	24-02-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	247,202	01-04-21
China	Honghe Jiayu Agriculture Ltd.	Vehicles	Vehicles	CYN	83,596	01-05-21
USA	Hortifrut Imports Inc.	Defense expenses for indirect liability	Defense expenses for indirect liability	USD	5,000,000	01-09-21
USA	Hortifrut Imports Inc.	Contractor Equipment	Leased Equipment	USD	165,000	11-10-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America	Civil Liability	Civil Liability	USD	5,000,000	27-02-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	Security and privacy of the cybernetic network	Cybernetic Network	USD	3,000,000	01-09-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	Foreign packages policy	International Goods	USD	1,000,000	01-09-23
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	Boiler and Machinery	Boiler and Machinery	USD	1,000,000	01-09-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	Civil Liability	Civil Liability	USD	10,000,000	01-03-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	Civil Liability	Civil Liability	USD	15,000,000	01-03-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	General Commercial Civil Liability	Commercial Civil Liability	USD	2,000,000	01-03-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	Automobile Civil Liability	Automobile Civil Liability	USD	2,000,000	01-03-21

INSURANCE POLICIES (CONTINUED)

COUNTRY	BENEFICIARY COMPANY	TYPE OF INSURANCE	TOPIC	CURRENCY	COVERED AMOUNT	VALIDITY
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America/Naturipe Farms, LLC/ Naturipe Value Added Fresh, LLC/ Naturipe Avocado Farms, LLC	Workers Compensation	Workers Compensation	USD	1,000,000	01-03-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	Warehouse and Transport Product Value	Warehouse and Transport Product Value	USD	Ocean, Inland Cargo \$150,000/ Warehouse \$500,000	01-09-21
USA	Hortifrut Imports Inc. / Naturipe Farms Imports Inc. / Hortifrut North America Inc. / Naturipe Value Added Foods LLC.	Product Civil Liability	Product Civil Liability	USD	5,000,000	01-09-21
USA	Naturipe Farms Imports Inc. / Naturipe Value Added Foods LLC.	Director and Administration Civil Liability	Director and Administration Civil Liability	USD	5,000,000	01-09-21
USA	Naturipe Farms Imports Inc. / Naturipe Value Added Foods LLC.	Civil liability for business practices	Civil liability for business practices	USD	5,000,000	01-09-21
USA	Naturipe Farms Imports Inc. / Naturipe Value Added Foods LLC.	Fiduciary Liability	Fiduciary Liability	USD	1,000,000	01-09-21
USA	Naturipe Farms Imports Inc. / Naturipe Value Added Foods LLC.	Insurance Against Commercial Crimes	Insurance Against Commercial Crimes	USD	2,000,000	01-09-21
USA	Naturipe Farms Imports Inc. / Naturipe Value Added Foods LLC.	Anti-kidnapping and Rescue Policy	Anti-kidnapping and Rescue Policy	USD	3,000,000	01-09-21



# RISK FACTORS

## 1. FINANCIAL RISKS

### 1.1 CREDIT RISKS

#### a. Risk of investments of cash surplus

The financial institutions with whom Hortifrut S.A. and its subsidiaries operate and the type of financial products into which cash surplus investments are materialized, are considered low risk for the Company.

The Company's policy regulates investments and debt, trying to limit the impact of changes in the valuation of currencies and the interest rates over the Company's net results, through investments of cash surplus and hiring of forwards and other instruments in order to maintain a balanced exchange rate and rate position.

The instruments authorized to operate are those whose maturity term does not exceed 90 days, and have high liquidity.

- Cash on hand
- Term deposits
- Mutual fund investments
- Other short-term and high liquidity investments

The financial entities where investments are placed are of high creditworthiness.

#### b. Risk from sales operations

Hortifrut has diversified sales in several countries.

The main customers are supermarkets in the United States where the fresh fruit business is subject to PACA law, which protects fresh fruit and vegetable suppliers in the USA.

For sales outside the United States, the Company's policy is to take out credit insurance policies. For those customers whose policies have a maximum amount, the Company frequently evaluates the risk of exposure and decreases/increases deliveries as per the performed analysis or demands advanced payment from customers.

Even though to date Hortifrut has not had any problems in relation to credit risk, it is important to keep in mind that this fact does not guarantee that in the future the Company will not be exposed to this risk.

In order to mitigate this risk, the Company has hired credit insurance for the parent company and subsidiaries as of December 31, 2020.



## 1.2 LIQUIDITY AND FINANCING RISK

This risk is associated to the probability that Hortifrut S.A. and subsidiaries cannot comply with their obligations, as a result of insufficient liquidity or the impossibility to obtain credits.

Additionally, there is the risk that, as a result of the impairment of its operations or other circumstances, determined financial ratios could reach higher levels than the limits established in the credit contracts, which could limit the debt capacity or accelerate the maturity of the Company's valid financial liabilities.

To mitigate this risk, the Company continuously monitors its financial ratios and other obligations stipulated in its credit contracts, in order to be able to take opportune actions to avoid potential negative effects associated to this risk.

Even though to date the Company has not had any problems associated to exceeding the financial ratios stipulated in the financing contracts, it must be taken into account that this fact does not guarantee that the Company will not be exposed to this risk in the future.

The Hortifrut Group, administers these risks in a central manner from the parent company through an appropriate distribution, extension of terms and limits to the amount of its debt, as well as the maintenance of an adequate liquidity reserve, constantly monitoring the debt of the Subsidiaries and Associated companies. Specifically in the case of subsidiaries such as Hortifrut España Southern Sun S.L. (Spain) and Honghe Jiayu Agriculture Limited (China), and associated companies such as Munger Hortifrut N.A. LLC. (United States), credit decisions at these business units are made in coordination with Hortifrut S.A. Debts are contracted through bank credits in Chile and overseas, aiming to optimize credit conditions based on financing needs, to face investment plans and working capital requirements.

The application of IFRS16, implies an increase in the Company's financial liabilities, by recognizing the lease obligation. The Company, considering financial guarantees, has established in contracts with financial institutions and bond holders to not include lease obligations in the related calculation formulas.

Even though to date Hortifrut has not had any problems in relation to liquidity risk, it is important to keep in mind that this fact does not guarantee that in the future the Company will not be exposed to this risk.

## 1.3 EXCHANGE RATE RISK

The international character of its business and operations in different countries, expose Hortifrut to risks due to exchange rate fluctuations. The main exposures refer to variations in the exchange rate of United States Dollar versus Chilean Pesos, Mexican Pesos, Peruvian Nuevo Sol and Euros.

### a. Exposure to Chilean Pesos

The source of exposure to Chilean Pesos comes from the costs of Chilean companies denominated in this currency, commercial accounts receivable of national customers, and liquid



funds maintained in financial instruments and bank obligations. Hortifrut performs mitigation actions over the exposure to costs of Chilean companies, through the hiring of derivative instruments. Also, in Chilean companies, cross currency swap instruments are used to mitigate the exchange rate risk of bank obligations denominated in Chilean pesos.

#### **b. Exposure to Mexican Pesos**

The source of exposure to Mexican Pesos mainly comes from the costs of the agricultural operation in Mexico, which are mostly denominated in said currency and, at a lower measure, commercial accounts receivable from Mexican customers. Hortifrut performs mitigation actions over the exposure to costs of Mexican companies, through the hiring of derivative instruments.

#### **c. Exposure to Euros**

The source of exposure to Euros comes from sales realized in said currency, bank obligations and, at a lower measure, liquid funds held in financial instruments in said currency. Hortifrut performs mitigation actions over the exposure to sales in Euros through the use of forward derivative instruments.

#### **d. Exposure to Peruvian Soles**

The source of exposure to Peruvian Soles mainly comes from agricultural operating costs in Peru, which are mostly denominated in said currency and, at a lower measure, commercial accounts receivable with customers. Hortifrut constantly evaluates the need to perform mitigation actions of this risk.

Even though to date Hortifrut has not had any problems in relation to exchange rate risk, it is important to keep in mind that this fact does not guarantee that in the future the Company will not be exposed to this risk.

### **1.4 INTEREST RATE RISK**

The Hortifrut Group has long-term financial liabilities linked to long-term investments.

Long-term liabilities are at fixed and variable rates and are mostly in United States Dollars to avoid variations in costs and to be aligned with the Company's functional currency. Even though short-term financial liabilities, linked to temporary working capital, are at a fixed rate, these experience an exposure to the variability of market rates at the moment they are contracted and/or renewed.

## **2. OPERATING RISKS**

Hortifrut's operating risks are administered by each management, as per the norms and standards defined at a corporate level. Below is a detail of those that Management considers to be most relevant.

### **2.1 CONTINGENCIES/PANDEMICS AT DESTINATION MARKET OR MARKET OF ORIGIN, WHICH AFFECT THE PRODUCTION AND COMMERCIALIZATION CYCLE**

The Company faces the risk that the different areas of the organization may be affected by natural disasters, unexpected events (fires, terrorism) or pandemics, from production to commercialization.

Even though all governments consider the agricultural industry as an essential activity, the Company has the risk of seeing its operations at origin affected, affecting its fruit harvest or processing in a negative manner. The Company complies with the measures imposed by government organisms and global organizations. In the case of pandemics, due to the imminent possibility of contagion, frequent emergency committees are held, where the action plans are adjusted, and a constant monitoring of the operations is maintained, counting with different harvesting techniques at origin and packing options at the destination markets which allow to somewhat mitigate this risk.

Furthermore, there is the risk that the destination markets may not be able to receive the planned fruit, under expected conditions. To face this risk, the Company maintains fluid communication with the commercial platforms and continuously monitors its shipments, being able to re-destine part of the fruit to other markets when protocols and demand allow it. The aforementioned does not imply that the Company will not be affected by eventual contingencies at the destination markets.

## **2.2 GENETIC DEVELOPMENT**

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 dedicated to this line of business, 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.

## **2.3 SIGNIFICANT INCREASE IN SUPPLY**

In the case of very significant increases in the hectares planted at a global level, this could generate a scenario of over-supply of Berries which could lead to a fall in prices at the destination markets. Nevertheless, at the main markets where Hortifrut operates, we can still observe a great growth potential in the demand for Berries. This is due 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.

## **2.4 INTENSIFICATION OF 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 its product offer 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.



## 2.5 CLIMATIC RISKS

Climate is an external factor which is difficult to control, which can affect quality and cause variations in the volume of fruit available for commercializing during the year. Even though this risk is difficult to control, the Hortifrut Group aims for a greater geographic diversification and invests in infrastructure to assure the availability of water and to face possible weather conditions, such as rain, frost and hail control.

With the acquisition of Rocio Group's Blueberries business, the Company's plantations in Peru reached 47.4% of total plantations as of December 31, 2020, increasing the exposure to climatic risk in this country. Nevertheless, Hortifrut has other smaller plantations in South America, North America, Europe and Asia, which allow it to partially mitigate this risk.

## 2.6 PLAGUES AND DISEASE

It is unavoidable for part of crops to be affected by plagues and/or disease. Therefore, efficient control of these is as necessary as fertilizing or watering. Risk associated with plagues or disease can impact the quality and/or performance, and can affect the appearance and post-harvest life of the fruit. In some cases, this risk leads to the application of quarantines in specific productive zones on behalf of the phytosanitary authorities of the countries where the fruit is destined.

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. The aforementioned does not imply that in the future, the Company will not be affected by current or new plagues and/or disease.

Since 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 at destination or, in the medium term, working with the authorities on preventive measures to control the plague which prove contention or eradication, finally resulting in the lifting of the quarantine. Therefore, since the 2020/21 season, the Bío Bío and Ñuble regions have been part of a fruit and orchard inspection process (System Approach), which allows the Blueberries in these regions to enter the United States without having to be fumigated.

## 2.7 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 will not occur in the future. The Company guarantees the quality and sanity of its 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.



## **2.8 RISKS OF HUMAN RESOURCES AVAILABILITY**

Temporary collaborators are vital for the fruit harvest, so Hortifrut has developed several initiatives to attract, retain and maintain the temporary collaborators from one season to the next. In addition, people are hired through labor fairs and informative meetings organized with the intermediation of the municipalities corresponding to the zone of each productive unit, so a relationship of mutual collaboration has been built with the community and its municipalities. Given the extension of operations in Peru, the human resources factor is particularly critical, especially in the peak production weeks. To assure the necessary number of collaborators for the harvesting seasons, Hortifrut has implementing initiatives that create loyalty with the temporary collaborators and has developed attention channels.

## **2.9 CONTINUITY AND SUPPLY AND SERVICES COSTS**

The development of Hortifrut's business involves a complex logistic where the opportune supply of quality services and supplies are fundamental to maintain competitiveness. As in all agricultural business, the availability of water is critical to assure the good result of crops, so Hortifrut invests in infrastructure such as reservoirs and deep wells to partially mitigate this risk. 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. Nevertheless, it is not possible to discard that in the future supply restrictions could generate discontinuities in supply and/or higher costs for Hortifrut's plants. It is also important to consider eventual stoppages at ports and transport companies in general, which could affect Hortifrut's performance if these events extend in time.

## **2.10 RISK ASSOCIATED TO NEW TECHNOLOGIES**

Hortifrut, in its various entrepreneurship around the world, is constantly incorporating new technologies in the whole production process, which implies risks associated to the lack of knowledge regarding their behavior. Even though they are mostly technologies that are widely used in the world, there is not yet an extended history that allows to know all the adverse effects that could result beforehand.

## **2.11 REGULATORY RISKS OF ORIGIN AND DESTINATION MARKETS**

The Company, due to its production and export operations, as well as importing and sales in different countries, is exposed to different regulations applied at each of them and the potential changes that they could suffer.

To mitigate this risk, the Company maintains constant monitoring of the applicable regulations and their fulfilment, as well as potential changes that are under discussion. Also, the geographic diversity of the destination markets and productive operations, mitigates these risks by being able to destine fruit from different origins to different markets, taking into account the applicable regulations and safeguards.

An example of regulatory risk at origin was the derogation of the Agricultural Regime in Peru, which in the short-term is translated into higher costs and an increase in the tax rate. An example of regulatory risk at destination was the investigation performed by the United States International Trade Commission (USITC), due to the petition of local Blueberry producers. In this investigation we worked with lawyers, economists, producers from different origins and importers and we demonstrated that the importing of Blueberries has generated a permanent availability of this fruit for the American consumer, thus generating an increase in demand and benefitting the complete industry, including local producers. This was ratified by the pronouncement of the USITC in February 2021.

### 3. INSURANCE

The Hortifrut Group has contracted insurance policies to cover exposure to the main financial and operating risks, considering that the coverage of these policies is adequate.





# CONSOLIDATED FINANCIAL STATEMENTS





## INDEPENDENT AUDITOR'S REPORT

To the Shareholders and Directors  
Hortifrut S.A. and Subsidiaries

We have audited the accompanying consolidated financial statements of Hortifrut S.A. and subsidiaries, which comprise the consolidated statement of financial position as of December 31, 2020, and the comprehensive income statement, statement of changes in equity, and statement of cash flows for the year then ended, and the related notes to the consolidated financial statements.

### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free of material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We have not audited the consolidated financial statements of the subsidiary Vitafoods S.p.A. and subsidiaries, whose assets represent 6.16% of the total consolidated assets as of December 31, 2020, and ordinary income that represents 2.81% of the income ordinary consolidated total for the year ended December 31, 2020. These financial statements were audited by other auditors, whose report has been provided to us and our opinion expressed herein, regarding the amounts included of said subsidiary, is based solely on in the report issued by those other auditors, who expressed an unqualified opinion on them. We conducted our audits in accordance with generally accepted auditing standards in Chile. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management as well as evaluating the overall presentation of the consolidated financial statements.





We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion on the Regulatory Basis of Accounting**

In our opinion, based on our audit and the report of the other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Hortifrut S.A. and subsidiaries as of December 31, 2020, and the results of their operations and their cash flows for the year ended on that date in accordance with International Financial Reporting Standards.

### **Other Matters, Report of other auditors on the financial statements as of December 31, 2019**

The consolidated financial statements of Hortifrut S.A. and subsidiaries for the year ended as December 31, 2019 were audited by other auditors, who expressed an unqualified opinion on them in their report dated March 27, 2020.

Santiago, March 24, 2021



Lilia León P.  
EY Audit SpA

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION (THOUSANDS OF DOLLARS)

	NOTE	31-12-20	31-12-19
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	8	101,637	42,002
Other current financial assets	9	1,806	-
Other current non-financial assets	14	8,393	8,710
Current trade debtors and other accounts receivable	10	99,165	97,066
Current accounts receivable from related entities	11	59,203	62,231
Inventories	12	76,008	70,581
Biological assets, current	13	20,243	18,225
Current tax assets	22	-	9,292
Total current assets other than assets or groups of assets (disposal groups), classified as held for sale		366,455	308,107
Non-current assets or groups of assets for their disposal as held for sale	15	2,884	-
<b>TOTAL CURRENT ASSETS</b>		<b>369,339</b>	<b>308,107</b>
<b>NON-CURRENT ASSETS</b>			
Other non-current financial assets	9	3,145	755
Other non-current non-financial assets	14	1,718	1,186
Non-current fees receivable	10	2,820	2,960
Non-current accounts receivable with related entities	11	5,026	4,417
Equity accounted investees	17	10,991	11,940
Intangible assets other than goodwill	18	7,854	8,855
Goodwill	19	179,770	179,770
Property, plant and equipment	20	842,433	780,496
Assets per right of use	21	74,539	22,867
Deferred tax assets	22	20,465	18,451
<b>TOTAL NON-CURRENT ASSETS</b>		<b>1,148,761</b>	<b>1,031,697</b>
<b>TOTAL ASSETS</b>		<b>1,518,100</b>	<b>1,339,804</b>



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(THOUSANDS OF DOLLARS)

	NOTE	31-12-20	31-12-19
<b>CURRENT LIABILITIES</b>			
Other current financial liabilities	23	111,226	176,345
Current lease liabilities	24	8,408	10,614
Current trade accounts and other accounts payable	25	108,769	78,798
Current accounts payable to related entities	11	2,079	3,348
Other current provisions	26	1,459	1,409
Current tax liabilities	22	93	-
Current provisions for employee benefits	26	8,774	3,676
Other current non-financial liabilities		1,106	690
<b>TOTAL CURRENT LIABILITIES</b>		<b>241,914</b>	<b>274,880</b>
<b>NON-CURRENT LIABILITIES</b>			
Other non-current financial liabilities	23	378,636	279,524
Non-current lease liabilities	24	62,972	24,433
Other non-current accounts payable	25	6,711	6,506
Non-current accounts payable to related entities	11	10,782	5,784
Other non-current provisions	26	873	1,222
Deferred tax liabilities	22	88,751	89,339
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>548,725</b>	<b>406,808</b>
<b>TOTAL LIABILITIES</b>		<b>790,639</b>	<b>681,688</b>
<b>EQUITY</b>			
Issued Capital	27	472,212	472,212
Retained earnings (losses)	28	161,414	134,701
Issuance premium	27	3,751	3,751
Other reserves	29	(9,242)	(15,941)
<b>Equity attributable to the parent company's equity holders</b>		<b>628,135</b>	<b>594,723</b>
Non-controlling interest	30	99,326	63,393
<b>TOTAL EQUITY</b>		<b>727,461</b>	<b>658,116</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>1,518,100</b>	<b>1,339,804</b>

# CONSOLIDATED INCOME STATEMENT (THOUSANDS OF DOLLARS)



		01-01-20	01-01-19
	NOTE	31-12-20	31-12-19
Operating Revenue	32	683,366	576,045
Cost of sales	33	(516,928)	(475,881)
GROSS PROFIT		166,438	100,164
Other income, per function	32	5,461	4,393
Administrative expenses	33	(53,211)	(47,334)
Other expenses, per function	33	(19,247)	(14,182)
Other profit (loss)	35	(558)	(1,759)
Financial income		1,435	2,789
Financial expenses	34	(23,105)	(27,070)
Interest in the profit (loss) of associated companies and joint ventures which are recorded using the equity method	17	(114)	(5,625)
Exchange rate difference	36	(642)	247
PROFIT (LOSS), BEFORE TAX		76,457	11,623
Gains tax expenses	22	(12,139)	(920)
PROFIT (LOSS)		64,318	10,703
PROFIT (LOSS) ATTRIBUTABLE TO			
Profit (loss), attributable to parent company equity holders		54,024	3,556
Profit (loss), attributable to non-controlling interests	30	10,294	7,147
PROFIT (LOSS)		64,318	10,703
GANANCIAS POR ACCIÓN			
Basic earning (loss) per share from continued operations (US\$ per share)	31	0.093577	0.006461
BASIC EARNING (LOSS) PER BASIC SHARE		0.093577	0.006461
Diluted earning (loss) per share from continued operations (US\$ per share)		0.093577	0.006461
DILUTED EARNING (LOSS) PER SHARE		0.093577	0.006461

# CONSOLIDATED COMPREHENSIVE INCOME STATEMENT

(THOUSANDS OF DOLLARS)

	01-01-20	01-01-19
	31-12-20	31-12-19
Profit (loss)	64,318	10,703
<b>OTHER COMPREHENSIVE INCOME</b>		
<b>COMPONENTS OF OTHER COMPREHENSIVE INCOME, BEFORE TAX</b>		
<b>EXCHANGE RATE FLUCTUATIONS</b>		
Profit (loss) due to exchange rate differences, before tax	3,240	(3,006)
<b>OTHER COMPREHENSIVE INCOME, BEFORE TAX, EXCHANGE RATE FLUCTUATIONS</b>	<b>3,240</b>	<b>(3,006)</b>
<b>CASH FLOW HEDGING</b>		
Profit (loss) due to cash flow hedging, before tax	2,642	(2,528)
<b>OTHER COMPREHENSIVE INCOME, BEFORE TAX, CASH FLOW HEDGING</b>	<b>2,642</b>	<b>(2,528)</b>
<b>OTROS COMPONENTES DE OTRO RESULTADO INTEGRAL, ANTES DE IMPUESTOS</b>	<b>5,882</b>	<b>(5,534)</b>
Gains tax related with cash flow hedging of other comprehensive income	(875)	682
<b>TOTAL GAINS TAX RELATED WITH COMPONENTS OF OTHER COMPREHENSIVE INCOME</b>	<b>(875)</b>	<b>682</b>
<b>OTROS RESULTADOS INTEGRALES</b>	<b>5,007</b>	<b>(4,852)</b>
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>69,325</b>	<b>5,851</b>
<b>COMPREHENSIVE INCOME ATTRIBUTABLE TO</b>		
Comprehensive income attributable to the company equity holders	60,723	(579)
Comprehensive income attributable to non-controlling interests	8,602	6,430
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>69,325</b>	<b>5,851</b>



# CONSOLIDATED STATEMENT OF CHANGES IN NET EQUITY (THOUSANDS OF DOLLARS)

AS OF DECEMBER 31, 2020									
	ISSUED CAPITAL	ISSUANCE PREMIUM	EXCHANGE RATE FLUCTUATIONS RESERVES	CASH FLOW HEDGING RESERVES	OTHER RESERVES	ACCUMULATED PROFIT (LOSS)	EQUITY ATTRIBUTABLE TO PARENT COMPANY EQUITY HOLDERS	NON CONTROLLING INTEREST	TOTAL EQUITY
	NOTE 27	NOTE 27	NOTE 29	NOTE 29	NOTE 29	NOTE 28		NOTE 30	
OPENING BALANCE AS OF 01/01/2020	472,212	3,751	(12,460)	(3,481)	(15,941)	134,701	594,723	63,393	658,116
<b>CHANGES IN EQUITY</b>									
<b>COMPREHENSIVE INCOME</b>									
Profit (loss)	-	-	-	-	-	54,024	54,024	10,294	64,318
Other comprehensive income	-	-	4,495	2,204	6,699	-	6,699	(1,692)	5,007
<b>TOTAL COMPREHENSIVE INCOME</b>	-	-	4,495	2,204	6,699	54,024	60,723	8,602	69,325
Dividends	-	-	-	-	-	(27,311)	(27,311)	(13,224)	(40,535)
Increase (decrease) due to transfers and other changes	-	-	-	-	-	-	-	40,555	40,555
<b>TOTAL CHANGES IN EQUITY</b>	-	-	-	-	-	(27,311)	(27,311)	27,331	20
CLOSING BALANCE AS OF AL 31/12/2020	472,212	3,751	(7,965)	(1,277)	(9,242)	161,414	628,135	99,326	727,461
AS OF DECEMBER 31, 2019									
	ISSUED CAPITAL	ISSUANCE PREMIUM	EXCHANGE RATE FLUCTUATIONS RESERVES	CASH FLOW HEDGING RESERVES	OTHER RESERVES	ACCUMULATED PROFIT (LOSS)	EQUITY ATTRIBUTABLE TO PARENT COMPANY EQUITY HOLDERS	NON CONTROLLING INTEREST	TOTAL EQUITY
	NOTE 27	NOTE 27	NOTE 29	NOTE 29	NOTE 29	NOTE 28		NOTE 30	
OPENING BALANCE AS OF 01/01/2019	347,191	(4,221)	(10,132)	(1,674)	(11,806)	135,518	466,682	52,743	519,425
<b>CHANGES IN EQUITY</b>									
<b>COMPREHENSIVE INCOME</b>									
Profit (loss)	-	-	-	-	-	3,556	3,556	7,147	10,703
Other comprehensive income	-	-	(2,328)	(1,807)	(4,135)	-	(4,135)	(717)	(4,852)
<b>TOTAL COMPREHENSIVE INCOME</b>	-	-	(2,328)	(1,807)	(4,135)	3,556	(579)	6,430	5,851
Issuance of equity	129,242	-	-	-	-	-	129,242	-	129,242
Dividends	-	-	-	-	-	(4,373)	(4,373)	(202)	(4,575)
Increase (decrease) due to transfers and other changes	(4,221)	4,221	-	-	-	-	-	4,735	4,735
Increase (decrease) due to transactions of shares in portfolio	-	3,751	-	-	-	-	3,751	(313)	3,438
<b>TOTAL CHANGES IN EQUITY</b>	125,021	7,972	-	-	-	(4,373)	128,620	4,220	132,840
CLOSING BALANCE AS OF 31/12/2019	472,212	3,751	(12,460)	(3,481)	(15,941)	134,701	594,723	63,393	658,116



# CONSOLIDATED CASH FLOW STATEMENT

(THOUSANDS OF DOLLARS)

	01-01-20	01-01-19
	31-12-20	31-12-19
<b>CASH FLOW FROM (USED IN) OPERATING ACTIVITIES</b>		
<b>TYPES OF CHARGES PER OPERATING ACTIVITIES</b>		
Collection from the sale of goods and the providing of services	697,550	544,709
<b>TYPES OF PAYMENTS</b>		
Payments to suppliers for the providing of goods and services	(423,213)	(347,889)
Payments to and on behalf of employees	(134,129)	(125,098)
Paid interests	31,783	(23,202)
Received interests	1,435	2,789
Gains tax refund (paid)	(8,183)	(17,646)
Other received (paid) cash	(62)	(1,154)
<b>NET CASH FLOW FROM (USED IN) OPERATING ACTIVITIES</b>	<b>165,181</b>	<b>32,509</b>
<b>CASH FLOW FROM (USED IN) INVESTMENT ACTIVITIES</b>		
Cash flow from the loss of control of subsidiaries or other business	-	12,948
Other payments to purchase equity or debt instruments from other entities	(1,555)	(330)
Loans to related entities	(609)	-
Income from the sale of property, plant and equipment	3,002	2,327
Purchase of property, plant and equipment	(112,990)	(162,282)
Purchase of intangible assets	(1,592)	(349)
Other received (paid) cash	13,731	4,735
<b>NET CASH FLOW FROM (USED IN) INVESTMENT ACTIVITIES</b>	<b>(100,013)</b>	<b>(142,951)</b>
<b>CASH FLOW FROM (USED IN) FINANCING ACTIVITIES</b>		
Income from the issuance of shares	-	132,993
Income from long term loans	139,191	206,804
Income from short term loans	250,876	133,720
<b>TOTAL INCOME FROM LOANS</b>	<b>390,067</b>	<b>340,524</b>
Payments of loans	(362,252)	(353,674)
Payments of liabilities for financial lease	(13,991)	(7,883)
Paid dividends	(17,597)	(10,926)
<b>NET CASH FLOWS FROM (USED IN) FINANCING ACTIVITIES</b>	<b>(3,773)</b>	<b>101,034</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS, BEFORE EXCHANGE RATE FLUCTUATIONS</b>	<b>61,395</b>	<b>(9,408)</b>
<b>EFFECTS OF EXCHANGE RATE FLUCTUATIONS ON CASH AND CASH EQUIVALENTS</b>	<b>(1,760)</b>	<b>2,509</b>
Effects of exchange rate fluctuations on cash and cash equivalents	(1,760)	2,509
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>59,635</b>	<b>(6,899)</b>
Cash and cash equivalents, opening balance	42,002	48,901
<b>CASH AND CASH EQUIVALENTS, CLOSING BALANCE</b>	<b>101,637</b>	<b>42,002</b>

# INDICATORS

RESULT INDICATORS (CONSOLIDATED)		31-12-20	31-12-19
Operating Revenues	Thousands of dollars	683,366	576,045
EBITDA (1)	Thousands of dollars	175,133	99,549
Profit (loss) (2)	Thousands of dollars	64,318	10,703
Number of issued shares		577,323,671	577,323,671
Earnings per share	Dollars	0.0936	0.0065

INDICATORS OF FINANCIAL POSITION (CONSOLIDATED)		31-12-20	31-12-19
Total assets	Thousands of dollars	1,518,100	1,339,804
Total liabilities	Thousands of dollars	790,639	681,688
Equity	Thousands of dollars	727,461	658,116
Net financial debt (3)	Thousands of dollars	459,605	413,867
Current liquidity (4)	Times	1.53	1.12
Acide-test ratio (5)	Times	1.09	0.77
Debt ratio (6)	Times	1.26	1.15
Solvency ratio (7)	Times	2.09	2.04
Proportion short-term debt /total debt (8)	%	30.60%	40.32%
Proportion long-term debt / total debt (9)	%	69.40%	59.68%
Profitability of Equity (10)	%	8.84%	1.63%

- (1) Operating Result + Depreciation and Amortization  
 (2) Corresponds to profit (loss) attributable to parent company equity holders and non parent company  
 (3) Other current financial liabilities + Current lease liabilities + Other non-current financial liabilities  
     + non-current lease liabilities - Cash and cash equivalent  
 (4) Current asset / Current liability  
 (5) Available assets (Current asset - Inventories - Advanced payments) / Current liability  
 (6) Total liabilities / Equity attributable to parent company equity holders  
 (7) Total assets / Total equity  
 (8) Current liabilities / Total liabilities  
 (9) Non-current liabilities / Total liabilities  
 (10) Profit (loss) of the period / Total equity





# SUMMARIZED FINANCIAL STATEMENTS OF SUBSIDIARIES



# STATEMENTS OF FINANCIAL POSITION

AS OF DECEMBER 2020 (THOUSANDS OF DOLLARS)

	ASSETS			LIABILITIES			EQUITY
	CURRENT	NON CURRENT	TOTAL	CURRENT	NON CURRENT	TOTAL	TOTAL
Hortifrut Chile S.A. and Subsidiaries	171,926	220,132	392,058	171,545	153,417	324,962	67,096
Vitafoods SpA and Subsidiaries	58,170	28,541	86,711	15,072	3,893	18,965	67,746
Inversiones Hortifrut S.A. and Subsidiaries	230,447	937,753	1,168,200	293,879	431,767	725,646	442,554
Agrícola Vida Nueva S.A.	984	8,631	9,615	720	1,752	2,472	7,143
Agrícola El Avellano S.A. and Subsidiaries	1,353	9,380	10,733	1,654	1,249	2,903	7,830
Agrícola Hortifrut S.A.	10,418	40,386	50,804	5,321	7,488	12,809	37,995
Agrícola Mataquito S.A.	848	15,980	16,828	6,848	7,436	14,284	2,544
Agrícola Santa Rosa del Parque S.A.	458	5,045	5,503	1,292	1,211	2,503	3,000
Agrícolas Los Hualles SpA	1,265	6,893	8,158	97	8,209	8,306	(148)

AS OF DECEMBER 31, 2019 (THOUSANDS OF DOLLARS)

	ASSETS			LIABILITIES			EQUITY
	CURRENT	NON CURRENT	TOTAL	CURRENT	NON CURRENT	TOTAL	TOTAL
Hortifrut Chile S.A. and Subsidiaries	191,199	163,216	354,415	193,667	79,100	272,767	81,648
Inversiones Hortifrut S.A. and Subsidiaries	223,611	835,329	1,058,940	284,747	384,865	669,612	389,328
Agrícola Vida Nueva S.A.	1,071	9,586	10,657	486	3,177	3,663	6,994
Agrícola El Avellano S.A. and Subsidiaries	1,040	8,763	9,803	2,317	1,758	4,075	5,728
Agrícola Hortifrut S.A.	7,115	41,613	48,728	661	8,395	9,056	39,672
Agrícola Mataquito S.A.	605	16,503	17,108	7,052	6,678	13,730	3,378
Agrícola Santa Rosa del Parque S.A.	676	5,429	6,105	2,060	626	2,686	3,419
Agrícola y Ganadera Santa Rebeca Ltda.	66	116	182	26	-	26	156



# INCOME STATEMENTS

AS OF DECEMBER 31, 2020 (THOUSANDS OF DOLLARS)

	OPERATING INCOME	COSTS AND EXPENSES	OTHER INCOME (EXPENSES) PER FUNCTION	OTHER RESULTS	TAX	PROFIT (LOSS)	PARENT COMPANY RESULT	NON PARENT COMPANY RESULT	COMPREHENSIVE INCOME
Hortifrut Chile S.A. and Subsidiaries	185,969	(169,256)	(747)	2,230	(4,882)	<b>13,314</b>	13,313	1	<b>18,218</b>
Vitafoods SpA y Subsidiaries	18,445	(19,974)	265	(425)	345	<b>(1,344)</b>	(1,344)	-	<b>(1,345)</b>
Inversiones Hortifrut S.A. and Subsidiaries	603,112	(502,186)	(10,391)	(15,664)	(12,281)	<b>62,590</b>	11,181	51,409	<b>66,235</b>
Agricola Vida Nueva S.A.	3,187	(3,137)	(123)	10	76	<b>13</b>	13	-	<b>149</b>
Agricola El Avellano S.A. and Subsidiaries	2,386	(2,912)	(3)	(232)	429	<b>(332)</b>	(231)	(101)	<b>(394)</b>
Agricola Hortifrut S.A. and Subsidiaries	13,085	(15,073)	(444)	(401)	1,132	<b>(1,701)</b>	(1,705)	4	<b>(1,701)</b>
Agricola Mataquito S.A.	4,399	(4,669)	(28)	(1,194)	510	<b>(982)</b>	(982)	-	<b>(834)</b>
Agricola Santa Rosa del Parque S.A.	2,022	(1,915)	(719)	(115)	234	<b>(493)</b>	(493)	-	<b>(419)</b>
Agricola Los Hualles SpA	38	(42)	-	(328)	92	<b>(240)</b>	(240)	-	<b>(240)</b>

AS OF DECEMBER 31, 2019 (THOUSANDS OF DOLLARS)

	OPERATING INCOME	COSTS AND EXPENSES	OTHER INCOME (EXPENSES) PER FUNCTION	OTHER RESULTS	TAX	PROFIT (LOSS)	PARENT COMPANY RESULT	NON PARENT COMPANY RESULT	COMPREHENSIVE INCOME
Hortifrut Chile S.A. and Subsidiaries	185,706	(172,463)	(934)	(2,575)	(2,493)	<b>7,241</b>	7,214	27	<b>4,690</b>
Inversiones Hortifrut S.A. and Subsidiaries	476,311	(430,114)	(7,737)	(24,414)	(1,182)	<b>12,864</b>	2,337	10,527	<b>10,898</b>
Agricola Vida Nueva S.A.	2,780	(3,319)	40	45	94	<b>(360)</b>	(360)	-	<b>(380)</b>
Agricola El Avellano S.A. and Subsidiaries	2,430	(2,747)	5	84	(24)	<b>(252)</b>	(273)	21	<b>(252)</b>
Agricola Hortifrut S.A. and Subsidiaries	8,788	(11,143)	(1,073)	(31)	706	<b>(2,753)</b>	(2,753)	-	<b>(2,753)</b>
Agricola Mataquito S.A.	4,447	(5,051)	(13)	(83)	129	<b>(571)</b>	(571)	-	<b>(608)</b>
Agricola Santa Rosa del Parque S.A.	1,585	(2,065)	108	(143)	117	<b>(398)</b>	(398)	-	<b>(413)</b>
Agricola y Ganadera Santa Rebeca Ltda.	72	(55)	(11)	-	(4)	<b>2</b>	2	-	<b>3</b>

# STATEMENTS OF CHANGES IN NET EQUITY

AS OF DECEMBER 31, 2020 (THOUSANDS OF DOLLARS)

COMPANY	OPENING BALANCE	CHANGES IN EQUITY	CLOSING BALANCE
Hortifrut Chile S.A. and Subsidiaries	81,648	(14,552)	67,096
Vitafoods SpA and Subsidiaries	-	67,746	67,746
Inversiones Hortifrut S.A. and Subsidiaries	389,328	53,226	442,554
Agrícola Vida Nueva S.A.	6,994	149	7,143
Agrícola El Avellano S.A. and Subsidiaries	5,728	2,102	7,830
Agrícola Hortifrut S.A. and Subsidiaries	39,672	(1,677)	37,995
Agrícola Mataquito S.A.	3,378	(834)	2,544
Agrícola Santa Rosa del Parque S.A.	3,419	(419)	3,000
Agrícola Los Hualles SpA	-	(148)	(148)

AS OF DECEMBER 31, 2019 (THOUSANDS OF DOLLARS)

COMPANY	OPENING BALANCE	CHANGES IN EQUITY	CLOSING BALANCE
Hortifrut Chile S.A. and Subsidiaries	77,020	4,628	81,648
Inversiones Hortifrut S.A. and Subsidiaries	155,180	234,148	389,328
Agrícola Vida Nueva S.A.	7,374	(380)	6,994
Agrícola El Avellano S.A. and Subsidiaries	5,482	246	5,728
Agrícola Hortifrut S.A. and Subsidiaries	42,425	(2,753)	39,672
Agrícola Mataquito S.A.	3,986	(608)	3,378
Agrícola Santa Rosa del Parque S.A.	4,120	(701)	3,419
Agrícola y Ganadera Santa Rebeca Ltda.	153	3	156



# CASH FLOW STATEMENTS

AS OF DECEMBER 31, 2020 (THOUSANDS OF DOLLARS)

	NET CASHFLOWS FROM (USED IN) ONE OF THE FOLLOWING ACTIVITIES			NET INCREASE (DECREASE) OF CASH AND CASH EQUIVALENTS	EFFECT OF EXCHANGE RATE FLUCTUATION ON CASH AND CASH EQUIVALENTS	CASH AND CASH EQUIVALENTS AT THE START OF THE PERIOD	CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD
	OPERATION	INVESTMENT	FINANCING				
Hortifrut Chile S.A. and Subsidiaries	24,716	(612)	(16,125)	7,979	(674)	13,926	21,231
Vitafoods SpA and Subsidiaries	(3,620)	(1,723)	(365)	(5,708)	57	31,325	25,674
Inversiones Hortifrut S.A. and Subsidiaries	140,046	(154,436)	37,328	22,938	(1,005)	27,220	49,153
Agrícola Vida Nueva S.A.	1,355	(214)	(1,010)	131	(5)	30	156
Agrícola El Avellano S.A. and Subsidiaries	(1,275)	(1,197)	2,442	(30)	29	47	46
Agrícola Hortifrut S.A. and Subsidiaries	1,348	(1,183)	-	165	15	79	259
Agrícola Mataquito S.A.	269	(293)	108	84	(50)	40	74
Agrícola Santa Rosa del Parque S.A.	604	(665)	120	59	10	28	97
Agrícolas Los Hualles SpA	(552)	(5,207)	6,301	542	51	10	603

AS OF DECEMBER 31, 2019 (THOUSANDS OF DOLLARS)

	NET CASHFLOWS FROM (USED IN) ONE OF THE FOLLOWING ACTIVITIES			NET INCREASE (DECREASE) OF CASH AND CASH EQUIVALENTS	EFFECT OF EXCHANGE RATE FLUCTUATION ON CASH AND CASH EQUIVALENTS	CASH AND CASH EQUIVALENTS AT THE START OF THE PERIOD	CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD
	OPERATION	INVESTMENT	FINANCING				
Hortifrut Chile S.A. and Subsidiaries	24,392	(4,524)	(15,863)	4,005	(366)	10,287	13,926
Inversiones Hortifrut S.A. and Subsidiaries	106,134	134,993	(252,046)	(10,919)	299	37,840	27,220
Agrícola Vida Nueva S.A.	303	(360)	56	(1)	14	17	30
Agrícola El Avellano S.A. and Subsidiaries	273	(471)	237	39	(10)	18	47
Agrícola Hortifrut S.A.	480	(519)	-	(39)	107	11	79
Agrícola Mataquito S.A.	1,241	(1,759)	535	17	1	22	40
Agrícola Santa Rosa del Parque S.A.	511	(193)	(293)	25	(11)	14	28
Agrícola y Ganadera Santa Rebeca Ltda.	5	-	-	5	(2)	7	10

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# EXPLANATORY NOTES

## CONSOLIDATED FINANCIAL STATEMENTS

DIANA



THE



## **HORTIFRUT S.A. AND SUBSIDIARIES**

### **CONSOLIDATED FINANCIAL STATEMENT NOTES**

**As of December 31, 2020 and December 31, 2019**

#### **NOTE 1 – CORPORATE INFORMATION**

##### **1.1. Information of the reporting entity**

Hortifrut S.A. RUT 96.896.990-0 (hereinafter “Hortifrut” or the “Company”) is a Publicly Traded Company, inscribed in the Registry of the Commission for the Financial Market in Chile under number 1.096 dated June 13, 2012, so it is subject to the supervision of the Commission for the Financial Market (hereinafter “CMF” ex SVS).

The Company is also inscribed in the Santiago Stock Exchange dated July 3, 2012, with the objective that the Company’s shares be traded in the “Emerging Companies Markets” which the Stock Market regulates, in accordance with what is stated in second subsection of article 8° of Law 18.045 of the Stock Market and under General Character Norm N° 118 of the CMF. The Company’s shares are recognized under the ticker symbol “HF”.

The Company was initially constituted as a Closely held Corporation under the name of Inversiones Hortisur S.A., as per public deed dated June 4, 1999, issued at the Santiago Notary of Mr. Patricio Raby Benavente, subsequently by public deed dated May 29, 2007, issued at the Santiago Notary of Mr. Iván Torrealba Acevedo, the company changed its corporate name to Hortifrut S.A.

Hortifrut, 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 byproducts, as well as the providing of services or consulting in relation to said matters and other activities which the Board or the Shareholder Meetings agree, and which are related with the aforementioned activities or that complement them; the maintenance of investments in real estate and in instruments, securities, and rights in partnerships, and in the receipt of their earnings and, in general, to enter into and execute all the acts, contracts, businesses, procedures or actions that have as their aim to comply with the corporate purpose.

The Company has its address at Avda. del Cóndor 600, 4th floor, Huechuraba, Santiago, regardless of the agencies, offices or branches which could be established in the country and overseas. The Company’s corporate life is indefinite.

#### **History**

**1983** – Hortifrut begins its operations in Chile.

**1984** – Hortifrut becomes the first Chilean company to export berries to the United States in counter-seasons.

**1985** – Hortifrut inaugurates a distribution and commercialization office in the United States.

**1986** – First export of berries from Chile to Europe under its brand Southern Sun and the berries crop is expanded to blackberries, blueberries, raspberries and sarsaparillas.

**1987** – First export of berries to Asia from Chile.



**1988** - Hortifrut concretizes 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.

Hortifrut defines its company dream and Vision, to supply the counter-season market with the full berries category (strawberries, raspberries, blackberries and blueberries), in just one organization, under one brand, supplying the market 52 weeks a year, integrated from the paddock to the final customer, defining the great dream with the sentence: "**All Berries, for the Whole World, Every Day**". Thus, Hortifrut created a global and successful business model.

**1990** – Hortifrut invites the main berries producers from the United States and together they purchase the brand Naturipe® and form Naturipe Farms.

**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 Spanish blueberries' producer.

**2001** – Beginning 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** – Hortifrut's President receives the ICARE prize for being the businessman of the year.

**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 its distribution office in Brazil and begins implementing the 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.

**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.

**2013** – On August 21, 2013 Hortifrut obtained control of VitalBerry Marketing's operations, in accordance with the merger agreements adopted at the VitalBerry Marketing and Hortifrut shareholder's meetings, held on April 29 and 30, 2013, respectively.

Hortifrut has been delivering Berries to the world for 30 years, every day of the year.

**2014** – The constitution of a closely-held corporation in Peru, denominated Hortifrut – Tal SAC, with the objective of producing and commercializing berries from Peru.

Association with the Argentine company Expofresh, for the production and commercializing of early fruit.

Development of the first Hortifrut Technology and Innovation Fair.

Signing of the Joint Venture with Joyvio for genetic development in China.

**2015** – The constitution of a closely-held corporation in Peru, denominated HFE Berries Peru SAC, with the objective of producing and commercializing berries, from this country.

Launching of the Agrinnovation and Blue Challenge platform.

**2016** – The Joint Venture between Hortifrut and the Munger Brother Group was constituted, with the objective of producing and commercializing berries in the United States.

Development of Hortifrut's second Technology and Innovation Fair.

**2017** – Hortifrut's Chairman receives Entrepreneur of the Year prize, granted by EY and El Mercurio, in Chile. The latter also distinguished him within the EY World Entrepreneur of the Year competition, in Monaco.

Signs framework agreement for the sale-purchase and merger with the Rocio Group, one of the most important producers, exporters and distributors of blueberries in the southern hemisphere.

**2018** – Materialization of the sale-purchase and merger of Rocio Group's blueberries business, with which 1,450 hectares planted in Peru were incorporated into Hortifrut, thus consolidating its position as a leader in the global berries market.

Hortifrut Chile S.A. (subsidiary of Hortifrut S.A.) was certified as a B Company, thus becoming the largest Chilean company to obtain this important international acknowledgment, related with Sustainability.

**2019** – Dated May 09, 2019, the Company concreted its inaugural placement of bonds corresponding to Series A Bonds and Series B Bonds, for a total of UF 2,250,000. Series A Bonds were placed for a total amount of UF 1,000,000, with maturity on April 01, 2026 and a placement rate of an annual 1.56% and count with green and social certification of Vigeo Eiris. Series B Bonds were placed for a total amount of UF 1,250,000, with maturity on April 01, 2039 and a placement rate of an annual 2.37%. Funds from the aforementioned placements were destined to the refinancing of the Company's bank liabilities, to the refinancing of bank liabilities of Subsidiaries and for the Company's general corporate aims.

Dated April 30, 2019, the realization of an increase in capital was approved for US\$160 million. The funds from the aforementioned placement, will be destined to financing organic growth in the countries that supply the markets of North America, Europe and Asia. The placement of these shares took place from July 2019.

Development of Hortifrut's third Technological and Innovation Fair.

On September 20, 2019, as part of the Company's strategy to boost blueberry sales and to get closer to the main destination markets, Hortifrut established a commercial alliance with Proplantas, a Colombian family-owned company pioneer in the sale of strawberries and blueberries in said country. The agreement contemplates the creation of a platform to export blueberries from Colombia, from March 2020.

Dated October 15, 2019, Hortifrut and Alifrut, subsidiary of Duncan Fox, reached an agreement to globally combine and develop their frozen added value products export business in equal parts.

**2020** – Dated July 31, 2020, Hortifrut and Alifrut combined the export of frozen fruits and vegetables of both companies, with the purpose of encouraging the international development and growth of innovative products with added value, thus adapting to the new lifestyles of consumers in the main consumption markets in the world, such as the United States, Europe, Asia and Oceania. This operation will take place through the subsidiary Vitafoods SpA.

## 1.2 Shareholders

### 1.2.1. Parent Company Shareholders

The Company is jointly controlled by FM Group, Vitalberry Group and the Quevedo Group through a Shareholders Agreement, subscribed on July 03, 2018. The FM 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., Exportadora San José Trading Ltda. and Inmobiliaria Algeciras Ltda. The Quevedo Group is formed by Talsa Chile III SpA and Inversiones Copemira SpA.

The Agreement covers 296,686,635 of Hortifrut S.A.'s shares, which represent 51.39% of the Company's capital (out of a total of 577,323,671 Hortifrut issued shares), through which they have control of the Company. In accordance with this agreement, none of the aforementioned groups can reduce their participation in Hortifrut S.A.'s property below 17.13%, interest equal to 98,895,545 shares. The shares that any of the parties have over 17.13% of the Company's shareholder capital, are Freely Disposable Shares.

As of December 31, 2020, the FM Group, the Vitalberry Group and the Quevedo Group jointly own 53.82% of the Company's capital, considering the shares they have in custody.

To date the shareholder's agreement records the following shares:

<u>Shareholder's Agreement</u>	<u>Total Shares</u>	<u>Ownership Percentage</u>
<b><u>FM Group</u></b>		
Inversiones IMG Limitada	93,495,572	16.19%
San Juan de Virquenco Tres S.A.	8,196,700	1.42%
Agrícola San Nicolás Limitada	1,037,442	0.18%
<b>Total FM Group</b>	<b>102,729,714</b>	<b>17.79%</b>
<b><u>Vitalberry Group</u></b>		
San José Farms SpA	43,794,478	7.59%
Exportadora San José Trading Ltda.	13,359,181	2.31%
Inmobiliaria Algeciras Ltda.	48,155,282	8.34%
<b>Total Vitalberry Group</b>	<b>105,308,941</b>	<b>18.24%</b>
<b><u>Quevedo Group</u></b>		
Talsa Chile III SpA	101,658,222	17.61%
Inversiones Copemira SpA	1,026,849	0.18%
<b>Total Quevedo Group</b>	<b>102,685,071</b>	<b>17.79%</b>
<b>Total Shareholders Agreement</b>	<b>310,723,726</b>	<b>53.82%</b>

## 1.2.2. Distribution of shares as of December 31, 2020 and December 31, 2019.

<u>Shareholders</u>	<u>Subscribed and paid shares</u>			
	<u>31-Dec-20</u>	<u>Percentage</u>	<u>31-Dec-19</u>	<u>Percentage</u>
Talsa Chile III SpA	101,658,222	17.61%	99,470,599	17.23%
Inversiones IMG Limitada	93,495,572	16.19%	91,285,852	15.81%
Inmobiliaria Algeciras Ltda.	48,155,282	8.34%	47,146,886	8.17%
Banco de Chile (on behalf of third parties)	46,148,286	7.99%	7,725,178	1.34%
San José Farms SpA	43,794,478	7.59%	42,592,491	7.38%
AFP Habitat S.A. para Fondo de Pensiones (A,B,C,D)	34,357,823	5.95%	33,807,823	5.86%
AFP Provida S.A. Para fondo Pensión	30,995,910	5.37%	24,889,170	4.31%
AFP Cuprum S.A. para Fondo de Pensiones (A,B,C,D)	29,748,092	5.15%	18,038,114	3.12%
AFP Capital S.A. Fondos de Pensión Tipo A,B,C,D,E	14,581,688	2.53%	5,000,000	0.87%
Exportadora San José Trading Ltda.	13,359,181	2.31%	13,359,181	2.31%
Inversiones Costanera Ltda.	10,700,000	1.85%	16,239,705	2.81%
Comercial Epysa S.A.	9,401,762	1.63%	15,401,762	2.67%
Costanera SACI	9,110,705	1.58%	4,839,999	0.84%
San Juan de Virquenco Tres S.A.	8,196,700	1.42%	8,196,700	1.42%
Inversiones Visionario SpA	8,180,555	1.42%	6,180,555	1.07%
Inversiones Tricahue Limitada	8,180,554	1.42%	6,180,554	1.07%
Inversiones Barlovento Limitada	8,180,554	1.42%	6,180,554	1.07%
Banchile C de B S.A.	7,296,226	1.26%	8,239,215	1.43%
AFP Modelo S.A., Fondo A y B	5,474,685	0.95%	1,819,080	0.32%
AFP Planvital S.A. Para Fondo Pensión E	5,218,537	0.90%	3,314,185	0.57%
Asesorías e Inversiones Pacific Trust Limitada	4,732,485	0.82%	4,732,485	0.82%
Banco Santander Chile - on behalf of foreign investors	4,024,831	0.70%	4,024,831	0.70%
Fondo Mutuo Larrain Vial	3,482,048	0.60%	1,364,093	0.24%
Larraín Vial S.A. Corredores de Bolsa	2,886,121	0.50%	990,878	0.17%
Quest Acciones Chile Fondo De Inversion	1,796,148	0.31%	-	0.00%
Inversiones Canihua S.A.	1,577,475	0.27%	1,577,475	0.27%
BTG Pactual Chile S.A. Administradora General de Fondos	1,558,283	0.27%	6,257,097	1.08%
BICE Inversiones Corredores de Bolsa S.A.	1,445,216	0.25%	900,681	0.16%
Fondo Mutuo Bci Selecccion	1,388,078	0.24%	-	0.00%
BTG Pactual Chile S.A. C de B	1,346,128	0.23%	599,986	0.10%
Inversiones Alba S.A.	1,163,066	0.20%	1,163,066	0.20%
Fondo de Inversión Santander Small Cap.	1,120,016	0.19%	2,857,561	0.49%
Credicorp Capital S.A. Corredores de Bolsa	1,092,131	0.19%	2,251,987	0.39%
Agrícola San Nicolás Limitada	1,037,442	0.18%	1,037,442	0.18%
Inversiones Copemira SpA	1,026,849	0.18%	1,004,752	0.17%
Inversiones Fural Limitada	982,756	0.17%	1,982,756	0.34%
Heriberto Francisco Urzúa Sánchez	900,000	0.16%	-	0.00%
Compass Small Cap Chile Fondo de Inversión	758,136	0.13%	16,647,817	2.88%
Valores Security S.A. C de B	743,449	0.13%	414,563	0.07%
FM Toesca Chile Equities	741,919	0.13%	230,643	0.04%
Asesorías, Inversiones e Inmobiliaria María Elena Ltda.	740,618	0.13%	740,618	0.13%
Fondo Mutuo Bice Acciones Chile Activo	658,945	0.11%	-	0.00%
Fondo de Inversión Larrain Vial Chile Equity	504,292	0.09%	473,837	0.08%
Bolsa de Comercio de Santiago, Bolsa de Valores	473,170	0.08%	412,688	0.07%
Santander Corredores de Bolsa S.A.	433,636	0.08%	192,868	0.03%
Asesorías e Inversiones A y D S.A.	405,313	0.07%	397,483	0.07%
Soc. de Inversiones Santa Isabel Limitada	375,000	0.06%	373,000	0.06%
Fondo de Inversión Privado CCHC-C	326,581	0.06%	228,454	0.04%
Inversiones FJ	316,519	0.05%	316,519	0.05%
Consorcio C de B S.A.	253,780	0.04%	93,110	0.02%
BCI Corredores de Bolsa S.A.	240,153	0.04%	99,955	0.02%
Scotia Chile Mid Cap	229,298	0.04%	291,630	0.05%
ITAU Corredores de Bolsa Limitada	209,677	0.04%	9,365	0.00%
Fondo Mutuo BICE Acciones Chile MIDCAP	207,449	0.04%	-	0.00%
Chile Fondo de Inversión Small Cap	205,115	0.04%	8,460,437	1.47%
Tanner C de B S.A.	201,626	0.03%	201,445	0.03%
Fondo Mutuo Security Selectivo	188,650	0.03%	-	0.00%
Fondo Mutuo Euroamerica Dividendo Local	115,158	0.02%	-	0.00%
Fondo Mutuo Sura Acciones Chile MID Cap	89,532	0.02%	173,944	0.03%
Banco Itaú por Cuenta de Inversionistas Extranjeros	26,433	0.00%	30,332,170	5.25%
Siglo XXI Fondo de Inversión	-	0.00%	12,880,796	2.23%
Toesca Small Cap Chile Fondo de Inversión	-	0.00%	7,835,042	1.36%
BCI Small Cap Chile Fondo de Inversión	-	0.00%	2,368,096	0.41%
Fondo de Inversión Larrainvial Small Cap Chile	-	0.00%	1,947,102	0.34%
FFMM Credicorp Capital Acciones Estrategicas	-	0.00%	408,109	0.07%
Fi Credicorp Capital Small Cap Chile	-	0.00%	277,902	0.05%
Fondo De Inversion Falcom Small Cap Chile	-	0.00%	175,000	0.03%
Bolsa Electronica de Chile Bolsa de Valores	-	0.00%	138,016	0.02%
Others	1,085,337	0.20%	550,369	0.12%
<b>Total shares</b>	<b>577,323,671</b>	<b>100.00%</b>	<b>577,323,671</b>	<b>100.00%</b>

**Shares in custody**

These shareholders include shares that are in custody at banks and/or brokers, as detailed below as of December 31, 2020:

<u>Shareholders</u>	<u>Custodian</u>	<u>Paid shares</u>	<u>Ownership percentage</u>
Inversiones Costanera Ltda.	BTG Pactual Chile S.A. C de B	10,700,000	1.85%
Costanera SACI	Banchile C de B S.A.	4,366,000	0.76%
Costanera SACI	BTG Pactual Chile S.A. C de B	4,744,705	0.82%
Asesorías e Inversiones Pacific Trust Ltda.	BCI Corredores de Bolsa S.A.	4,732,482	0.82%
Talsa Chile III SpA	Banchile C de B S.A.	2,187,623	0.38%
Inversiones Canihua S.A.	BCI Corredores de Bolsa S.A.	1,577,475	0.27%
Inversiones Fural Ltda.	BCI Corredores de Bolsa S.A.	982,756	0.17%
Heriberto Francisco Urzúa Sánchez	BTG Pactual Chile S.A. C de B	900,000	0.16%
Asesorías, Inversiones e Inmobiliaria María Elena Ltda.	BTG Pactual Chile S.A. C de B	740,618	0.13%
Asesorías e Inversiones A y D.S.A.	Larraín Vial S.A. Corredores de Bolsa	75,294	0.01%
Inversiones Copemira SpA	Banchile C de B S.A.	22,097	0.00%
	<b>Total shares</b>	<b>31,029,050</b>	<b>5.37%</b>



## **NOTE 2 – PREPARATION BASES**

### **2.1. Compliance Declaration**

Hortifrut S.A. and subsidiaries' consolidated financial statements corresponding to the period ending December 31, 2020, were approved by the board at meeting held on March 24, 2021 and those for the period ending December 31, 2019, were approved by the Board at meeting held on March 27, 2020.

For the convenience of the reader, the financial statements and their accompanying notes have been translated from Spanish to English.

### **2.2. Preparation Bases**

The current consolidated financial statements of Financial Position of Hortifrut S.A. and subsidiaries, as of December 31, 2020 and 2019, have been prepared as per the International Financial Reporting Standards ("IFRS"), issued by the International Accounting Standards Board (hereinafter IASB).

The consolidated financial statements have been prepared under the historic cost basis, except for the following items of a significant character:

- Financial instruments
- Non-current assets, classified as kept for sale
- Current biological assets
- Loans and obligations that accrue interests at an amortized cost
- Lease contracts

The preparing of the consolidated financial statements requires the use of certain estimations based on the best information available at the closing of the period. In Note 2.6, we reveal the estimations that imply a greater level of judgment or complexity over the areas where the hypothesis and estimations are significant for the consolidated financial statements.

Reclassifications have been made to the consolidated financial statements of the previous year for effects of a better comparability of the exposed information, these arise from the recurring analysis performed by Management, always with the perspective of uniform financial information.

The current consolidated financial statements have been prepared from the accounting records kept by the parent company and by the subsidiaries that form part of the holding. Each entity prepares its financial statements following the accounting principles and criteria of the parent company.

The current consolidated financial statements have been prepared under the going concern principle.

### **2.3. Covered period**

The current consolidated financial statements cover the following periods:

- Consolidated financial statements for the period ending December 31, 2020 and 2019.
- Consolidated income statement, for the periods ending December 31, 2020 and 2019.
- Consolidated income statement, for the periods ending December 31, 2020 and 2019.
- Consolidated cash Flow statement, for the periods ending December 31, 2020 and 2019.
- Consolidated Statement of Changes in Net Equity, for the periods ending December 31, 2020 and 2019.

## 2.4. Functional and presentation currency

The items included in the financial statements of each of Hortifrut S.A. and its subsidiaries entities are valued using the currency of the main economic environment where the entity operates (functional currency). Hortifrut S.A.'s functional currency is the United States dollar, which also constitutes the presentation currency of the consolidated financial statements. All the information is presented in thousands of United States dollar and has been rounded to the closest unit (ThUS\$).

For Hortifrut S.A. and Subsidiaries' entities whose functional currency is different to the parent company's presentation currency, the financial results and situation are translated as per the guidelines described in Note 2.4.3.

### 2.4.1 Transactions and balances in foreign currency

Transactions in foreign currency, with this being any currency different to the functional currency, are converted to the functional currency by using the valid exchange rates on the dates of the transactions. Profit or loss in foreign currency that results from the liquidation of these transactions and conversion to the exchange rate valid at the closing of the monetary assets and liabilities denominated in foreign currency, are recognized in the consolidated income statement.

### 2.4.2. Foreign currency exchange rate

The exchange rates have been translated as of the closing date of Hortifrut's consolidated financial statements as per the following:

Currency	Nemo	31-Dec-20		31-Dec-19	
		Closing	Annual average	Closing	Annual average
Chilean Peso	CLP	710.95	792.22	748.74	702.63
Euro	EUR	0.81	0.88	0.89	0.89
Mexican Peso	MXN	19.95	21.48	18.85	19.26
Argentine Peso	ARS	86.25	70.47	60.50	47.91
Brazilian Real	RBL	5.20	5.14	4.02	3.94
Peruvian Nuevo sol	PEN	3.62	3.49	3.32	3.34
Colombian Peso	COL	3,432.50	3,691.74	3,271.55	3,279.12
Sterling Pound	GBP	0.73	0.78	0.76	0.78
Yuan	CNY	6.52	6.91	6.98	6.91
Unidad de fomento	UF	0.02	0.03	0.0264	0.0252

This table presents the parity of foreign currency for one United States dollar.

The calculation of the exchange rate corresponding to the accumulated average, is determined over the average based on the daily closing exchange rates.



### 2.4.3 Entities corresponding to Hortifrut and subsidiaries

The results and financial position of all of Hortifrut and subsidiaries' entities which have a functional currency different to the reporting currency are converted to the reporting currency as follows:

- i) The assets and liabilities of each presented statement of financial position are converted at the closing exchange rate of the period;
- ii) Income and expenses of each income statement account are converted at the daily exchange rate or when this is not possible, the average monthly exchange rate is used as a reasonable approximation; and
- iii) All of the resulting exchange rate differences are recognized under other comprehensive income and the conversion reserve under net equity.

### 2.5. New accounting pronouncements

As of the date of issuance of these Consolidated Financial Statements, new Standards, Improvements, Amendments and Interpretations have been published for the existing standards which are not yet valid and which the Company has not adopted beforehand or has applied when it corresponds. These are of mandatory application from the dates indicated below.

#### **Standards and Interpretations:**

Standards and Interpretations	Content	Mandatory for periods beginning on:
Conceptual Framework	Amendments of the references to the Conceptual Framework in IFRS Standards	01/01/2020

#### **Amendments and improvements:**

Standards and Interpretations	Content	Mandatory for periods beginning on:
IFRS 3	"Definition of a business"	1/1/2020
IAS 1 and IAS 8	"Definition of Material"	1/1/2020
IFRS 9, IAS 39 and IFRS 7	"Interest Rate Benchmark Reform"	1/1/2020
IFRS 16	"COVID-19 Related Rent Concessions Amendment"	1/1/2020

During the period ending December 31, 2020, the Amendments and improvements have been analyzed and no impact has been determined for Hortifrut in the current Financial Statements.

### **New accounting pronouncements**

The following new Standards, Amendments and Interpretations have been issued but their application date is not yet valid:

## **Standards and Interpretations:**

Standards and Interpretations	Content	Mandatory for periods beginning on:
IFRS 17	Insurance Contracts	1/1/2023

In March 2020 the IASB decided to defer the application date of IFRS 17 to January 01, 2023.

The entity will perform the evaluation of the impact of the amendment once it becomes valid.

## **Amendments and improvements:**

Standards and Interpretations	Content	Mandatory for periods beginning on:
IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16	Interest Rate Benchmark Reform	1/1/2021
IFRS 3	References to the Conceptual Framework	1/1/2022
IAS 16	Property, Plant and Equipment: Proceeds before intended use	1/1/2022
IAS 37	Onerous Contracts - Cost of Fulfilling a Contract	1/1/2022
IAS 1	Classification of liabilities as current or non-current	1/1/2023
IFRS 10 and IAS 28	Consolidated Financial Statements - Sale or Contribution of Assets between an Investor and its Association or Joint Ventures	To be determined

### **2.6. Use of estimations and judgments**

Based on IAS 1, the preparing of the interim consolidated financial statements requires the use of judgments, estimations and assumptions that affect the amount of assets, liabilities, revenue and expenses as of the date of presentation of the interim consolidated financial statements. These estimations and assumptions are based on Administration's best knowledge.

When preparing the interim consolidated financial statements, the following estimations have been defined:

#### **(i) Judgments**

- Determining fair value of the current biological assets based on non-observable significant data entries (Note 13).
- Useful life and residual values of the Properties, plants and equipment (Note 19).
- The hypothesis employed to calculate the estimations of un-collectability of debtors due to sales and customer accounts receivable (Note 10).
- Recognizing of Revenue (Note 3.20)
- Other Cost Provisions (Note 3.19).
- Sales Cost Provisions (Note 3.22).
- Assignment and terms and rates for lease contracts (Note 3.24 b)
- Calculation of equity impairment test (Note 3.6 and 19)
- Recoverability of the deferred tax assets from tax loss.

## **Standards and Interpretations:**

Standards and Interpretations	Content	Mandatory for periods beginning on:
IFRS 17	Insurance Contracts	1/1/2023

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## **Amendments and improvements:**

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IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16	Interest Rate Benchmark Reform	1/1/2021
IFRS 3	References to the Conceptual Framework	1/1/2022
IAS 16	Property, Plant and Equipment: Proceeds before intended use	1/1/2022
IAS 37	Onerous Contracts - Cost of Fulfilling a Contract	1/1/2022
IAS 1	Classification of liabilities as current or non-current	1/1/2023
IFRS 10 and IAS 28	Consolidated Financial Statements - Sale or Contribution of Assets between an Investor and its Association or Joint Ventures	To be determined

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- Useful life and residual values of the Properties, plants and equipment (Note 19).
- The hypothesis employed to calculate the estimations of un-collectability of debtors due to sales and customer accounts receivable (Note 10).
- Recognizing of Revenue (Note 3.20)
- Other Cost Provisions (Note 3.19).
- Sales Cost Provisions (Note 3.22).
- Assignment and terms and rates for lease contracts (Note 3.24 b)
- Calculation of equity impairment test (Note 3.6 and 19)
- Recoverability of the deferred tax assets from tax loss.

(ii) Measurement of fair values

The Company counts with a control framework established in relation to the measuring of fair values.

The Company regularly checks the significant non-observable variables and the valuation adjustments.

If third party information is used, such as quotations from brokers or price establishing services, to measure the fair values, the evidence obtained from third parties is evaluated to back the conclusion

that these valuations satisfy the requirements of the IFRS, including the level within the fair value hierarchy where these valuations should be classified.

When the fair value of an asset or a liability is measured, the Company uses observable market data whenever possible. Fair values are classified at different levels within the fair value hierarchy which is based on the variables used in the valuation techniques, as is detailed in Note 7.3.

**2.7. Changes in accounting policies**

During the period ending December 31, 2020, no changes in the accounting policies have taken place.



## NOTE 3 – PRINCIPAL APPLIED ACCOUNTING POLICIES

### 3.1 Consolidation Basis

#### i) Business combination

Hortifrut S.A. and its subsidiaries, recognize in their consolidated financial statements the identifiable assets (including intangible assets that have not been recognized beforehand) and the assumed liabilities of any interest in companies acquired at fair value, as per IFRS 3, issued and revised by IASB. Also, it recognizes and measures any goodwill or gains from the purchase of these entities. The goodwill generated in a business combination is initially measured at cost. After the initial recognition, it is measured at cost minus any accumulated loss due to impairment. For the purpose of impairment tests, goodwill acquired in a business combination is assigned from the date of acquisition to each cash generating unit or group of these which is expected to benefit from the synergies of the combination.

If the cost of acquisition is lower than the fair value of the net assets of the acquired company, the difference is recognized in results and is presented in the line Other profit (loss). If the initial accounting of a business combination is determined only in a provisional manner, the Company, during the measurement period, will retroactively adjust the acquired provisional amounts, in accordance with the new information obtained. Furthermore, it will recognize any additional asset or liability if any new information is obtained, as long as the measurement period does not exceed a year from the date of the purchase. The business combinations are recorded using the acquisition method as of the date when control is transferred to the Group. Control is understood to be the power to direct the financial policies and the operation of an entity in order to obtain benefits from its activities. The Group values goodwill as of the acquisition date as:

- The fair value of the transferred considerations;
- The recognized amount of any non-parent company interest in the acquired company;
- Plus if the business combination is performed in stages, the fair value of the existing interest in the equity of the acquired;
- Minus the net recognized amount (in general, the fair value) of the identifiable acquired assets and the identifiable assumed liabilities.

Goodwill is the excess of the amount of the transferred consideration recorded over the net value of the acquired assets and the assumed liabilities. If the fair value of the acquired net assets exceeds the value of the transferred consideration, the Company will perform a new evaluation to make sure that all the acquired assets and assumed obligations have been correctly identified and it checks the applied procedures to perform the valuation of the recognized amounts on the date of acquisition. If this new evaluation results in an excess of the fair value of the net acquired assets over the added value of the transferred consideration, the difference is recognized as a profit in the income statement.

#### ii) Subsidiaries

The consolidated statements of financial position incorporate Hortifrut's financial statements and those of the companies controlled by the Company (its subsidiaries). To have control is when the Company has power over the subsidiary, when it has exposure or the right to variable yields from its implication in the subsidiary and when it has the capacity to use its power to influence the amount of the investor's returns. When evaluating if the Company controls another entity, it must consider the existence and the effect of the potential rights to vote that can currently be executed or converted. The subsidiaries are consolidated from the date when control is transferred and are excluded from the consolidation on the date that this end.

The acquisition method is used to record the acquisition of subsidiaries. The cost of acquisition is the fair value of the delivered assets, of the issued equity instruments and of the incurred or assumed liabilities on the date of the exchange. The acquired identifiable assets and the identifiable liabilities and contingencies assumed in a business combination are initially valued at their fair value on the date of the purchase, regardless of the scope of the interests of non-controlling companies. The excess acquisition cost over the fair value of the Company's interests in the acquired net identifiable assets, is recognized as lower value or goodwill. If the acquisition cost is lower than the fair value of the net assets of the acquired subsidiary, the difference will be directly recognized in the income statement.

Inter-company transactions, balances and earnings not realized for transactions between related entities are eliminated. The non-realized losses are also eliminated, unless the transaction provides evidence of a loss due to impairment of the transferred asset. When it is necessary to assure its uniformity with the policies adopted by Hortifrut and subsidiaries, then the accounting policies of the subsidiaries are modified.

Below is a detail of the direct subsidiaries included in the current consolidated financial statements:

Companies	RUT	Country of Origin	Functional Currency	31-Dec-20			31-Dec-19
				Direct %	Indirect %	Total %	Total %
Hortifrut Chile S.A. and subsidiaries	99.524.450-0	Chile	US\$	99.9900	0.0100	100.0000	100.0000
Vitafoods SpA and subsidiaries	77.180.654-6	Chile	US\$	50.0000	-	50.0000	-
Inversiones Hortifrut S.A. and subsidiaries	99.524.540-k	Chile	US\$	99.9999	0.0001	100.0000	100.0000
Agrícola Vida Nueva S.A.	96.996.290-k	Chile	US\$	50.0000	-	50.0000	50.0000
Agrícola El Avellano S.A. and subsidiaries	96.923.620-6	Chile	US\$	40.0000	-	40.0000	40.0000
Agrícola Hortifrut S.A. and subsidiaries	79.764.840-k	Chile	US\$	99.9900	0.0100	100.0000	100.0000
Agrícola Mataquito S.A.	76.306.130-2	Chile	US\$	50.0000	-	50.0000	50.0000
Agrícola Sta. Rosa del Parque S.A.	99.584.440-0	Chile	US\$	30.0000	-	30.0000	30.0000
Agrícola Los Hualles SpA	76.914.483-8	Chile	US\$	40.0000	-	40.0000	-

The detailed Companies correspond to direct subsidiaries where control is kept. In the case of those subsidiaries which directly or indirectly maintain an interest equal to or lower than 50%, they have been included in the consolidation process because the Company has the power to direct the financial and operating policies (see Note 16).

### Modifications to the consolidation base

During the period ending December 31, 2020, companies have been incorporated into the consolidation of Hortifrut group's financial statements.

#### Vitafoods SpA

Dated May 12, 2020, a spin-off of Hortifrut Chile S.A. took place, constituting the company Hortifrut Congelados SpA. from this operation. The company's capital was fixed at US\$7,207,367.59 divided in 48,697,362,964 subscribed and paid shares. The owners are Hortifrut S.A. with a 99.99% interest and Inversiones Hortifrut S.A. with a 0.01% interest. The company's objective is the elaboration and export of all kinds of frozen food products, as well as the hiring and/or providing of services related with said products or sub-products.

Dated July 29, 2020, Hortifrut Congelados SpA's shareholders have agreed an increase in capital which reaches USD 19,199,034.37, whose increase is realized without an increase in the number of shares that each shareholder has, so, both maintain their interest percentage. As a result, the company's capital reaches the amount of USD 26,406,410.96 divided in 48,697,362,964 shares, fully subscribed and paid.

Dated July 31, 2020, the merger due to absorption of Hortifrut Congelados SpA with Alifrut Export SpA is approved. As a result of the Merger, Hortifrut Congelados SpA. acquired all the assets, rights, authorizations, permits, obligations and liabilities of Alifrut Export SpA. and will succeed it in all its rights and obligations. As a result of the Merger, the total of Alifrut Export SpA.'s equity and shareholders are incorporated into

Hortifrut Congelados SpA., it will be dissolved without needing to perform its liquidation. In the same act, Hortifrut Congelados SpA.'s shareholders agreed to change the name of the company to Vitafoods SpA.

Through a shareholders' agreement on the same date, the Hortifrut group maintained control of the merged company, in consideration of the definition of the Company's relevant activities as per IFRS10.

The share detail after the merger, is the following:

<b>New Shareholder Detail</b>	<b>% Interest</b>	<b>N° Shares</b>
Hortifrut S.A.	49.995%	48,692,895,448
Inversiones Hortifrut S.A.	0.005%	4,467,516
Inversiones Los Cerezos S.A.	15.866%	15,452,628,480
Duncan Fox S.A.	34.134%	33,244,734,484
<b>Total</b>	<b>100.00%</b>	<b>97,394,725,928</b>

Dated July 10, 2020, the subsidiary NVA Frozen Corp. was constituted, 100% owned by the subsidiary Hortifrut Imports Inc. Subsequently, dated December 31, 2020, it changed its property structure, becoming 100% owned by Vitafoods SpA., as of that date it was incorporated into the consolidation scope of this company.

Dated January 01, 2020, the subsidiary Hortifrut Imports Inc. increased its interest in the company Naturipe Value Added Foods LLC. from 27.00% to 71.43%, transforming the latter into a subsidiary within the consolidated Financial Statements of Hortifrut S.A. Subsequently, dated December 31, 2020, it changed its property structure, passing the 71.43% from Hortifrut Imports Inc. to the subsidiary NVA Frozen Corp., entering the consolidation perimeter of Vitafoods SpA.

### **Agrícola Los Hualles SpA**

Dated March 10, 2020, it was agreed in shareholders agreement that the representation and management of the company, as well as the use of the corporate name, corresponds to Hortifrut S.A., with the latter being who designates the General Manager, directs the company's financial policies and operation, with the latter being defined as controller for financial effects.

**Agrícola Hortifrut S.A. and Subsidiaries**, the following companies have been incorporated into the consolidation perimeter:

### **Hortifrut Management SpA.**

Dated March 04, 2020, the company Hortifrut Management SpA. was constituted. The company's capital was fixed at \$10 million divided in 1,000 subscribed shares. The only owner is Agrícola Hortifrut S.A. The corporate objective is the administration and operating of agricultural fields, whether it be as their owner, lessee or administrator, the operating and sale of products that derive from said fields, among others.

### **Agrícola y Ganadera Santa Rebeca Ltda.**

Dated August 19, 2020, the subsidiary Agrícola y Ganadera Santa Rebeca Ltda. changed property, with Francisco Condon Schiavetti, Agrícola e Inmobiliaria Lumaco S.A. and Sergio Calvo Soffia leaving the property, remaining 25% as property of Hortifrut S.A. and 75% property of the subsidiary Agrícola Hortifrut S.A.

During the period ending December 31, 2019, modifications were made to the consolidation perimeter, by incorporating the following companies:



### **Hortifrut Colombia SAS**

Dated September 20, 2019, the company Hortifrut Colombia SAS was constituted. The Company's capital was fixed at US\$100 thousand, divided in 300 thousand subscribed and paid shares. The owners are the companies Hortifrut Inversiones Internacionales S.A. with a 75% interest (225,000 shares) and Proplantas S.A. with a 25% interest (75,000 shares). The corporate purposes are the purchase and commercializing of blueberries and activities related with said line of business.

### **Desarrollos Tecnológicos SpA**

Dated November 07, 2018, the company Desarrollos Tecnológicos SpA was constituted, whose objective is the realization of activities linked to the development of new technologies or agronomic development and activities related to said line of business. The Company's capital was fixed at \$100 million, which was paid by the parent company Hortifrut Chile S.A. in June 2019, date when it began its operations by incorporating them into the consolidated interim financial statements of the subsidiary Hortifrut Chile S.A., owner of 100% of this company.

#### **iii) Transactions and non-controlling interests**

The interests of non-parent companies are presented in the item Net Equity of the consolidated statement of financial position. The profit or loss attributable to the non-controlling interest is presented in the consolidated income statement, constituting the profit (loss) of the period. The results of transactions between the non-controlling shareholders and controlling shareholders of the companies where the property is shared, are recorded under equity and, therefore, are shown in the statement of changes under consolidated net equity.

#### **iv) Associates**

Associated companies are all the entities over which Hortifrut S.A. and its subsidiaries have a significant influence, but do not have control over the financial and operating policies, generally with an ownership between 10% and 50%. Investments in associates are recorded when formed or purchased at cost and are subsequently adjusted via the equity method. Hortifrut S.A. and its subsidiaries' investments in associates include Goodwill identified in the acquisition, net of any loss due to accumulated impairment.

The non-realized earnings due to transactions between the Company and its associates are eliminated based on the Company's interest percentage. The non-realized losses are also eliminated, except if the transaction provides evidence of loss due to impairment of the asset that is transferred.

Hortifrut S.A. and its subsidiaries' participation in the profit or loss after the acquisition of its associates is recognized in results, and its interest in the equity activities after the acquisition is recognized under reserve within Net Equity. When Hortifrut S.A. and its subsidiaries' interests in the loss of an associate is the same or higher than its investment in it, including any other non-insured account receivable, Hortifrut S.A. and its subsidiaries will not recognize additional loss, unless it has incurred in obligations or performed payments on behalf of the associate.

### **3.2 Operating Segments financial information**

IFRS 8 demands that entities adopt "the Administration focus" when revealing information regarding the result of its operating segments. In general, this is the information that Management and the Board use internally to evaluate the performance of the segments and to decide how to assign resources for these.

Hortifrut S.A. and subsidiaries presented information per segment, considering two segments:

**Fresh fruit, which includes:**

- Blueberries
- Raspberries
- Blackberries
- Strawberries
- Cherries

**Value added products, which include:**

Frozen, dehydrated, retail products and any other fruit product which is not fresh.

“Fresh fruits” show similar economic characteristics, which allow the aggregation in a single aggregate operating segment (IFRS 8.12). The segment denominated “Value Added Products” considers the Quantitative thresholds (IFRS 8.13) such as that administration, customers and distribution channels are different to those of the “Fresh Fruit” segment. Each of these segments share similar characteristics, such as:

- a) The nature of the products

In this sense Hortifrut considers that fresh fruit, even if it is of a different species, it is of a similar nature (Berries).

- b) The nature of the production process

Even though the purchase of fresh fruit from producers and of own production is differentiated by species, they all share the same productive, installations and distribution process until they reach the final consumer, and only the fruit that does not comply with the quality characteristics requested by customers is destined to the Frozen Fruit process.

- c) Category of Customers the products are destined to

There is no difference in customers in relation to the type of fresh fruit. Hortifrut’s customers buy the fruit offer that is available, complying with the specific quality requirements established by them. Requirements are not related with the type of fruit, but with food safety aspects.

- d) Methods used to distribute the products

Hortifrut has developed a commercial platform which allows it to use, no matter which fruit, a uniform, efficient and effective distribution chain. Hortifrut’s business has been based on vertical integration to offer the markets the mix of fruits that satisfies their needs.

“Fresh Fruit” and the “Value Added Products” segment, enable access to information regarding business activities and their economic environment.

### **3.3 Property, plant and equipment**

The Company’s property, plant and equipment comprises land, constructions, infrastructure, machinery, equipment, bearer plants and other fixed assets.

### 3.3.1 Land, constructions, plants, equipment and machinery

Land is recognized at its purchase cost. Constructions, plants, equipment and machinery are recognized, both at the initial moment and subsequently, at cost minus the corresponding accumulated depreciation and impairment, in case it exists.

Subsequent costs (improvements, expansions and works in progress) are included in the value of the initial asset or are recognized as a separate asset, only when it is probable that the future economic benefits associated with the fixed asset elements will flow to the Company and the cost of the element can be determined in a reliable manner. In the case of the replacement of components, the value of the substituted component is cancelled for accounting purposes.

Costs from daily maintenance and common repairs are recognized in the period's result.

Profit or loss from the sale of Property, plants and equipment are calculated comparing income obtained from the sale with the book value of the asset (net of depreciation) and are recorded in the consolidated income statement.

### 3.3.2 “Bearer Plants”

Due to the application of Amendment to IAS 16 and IAS 41, which became valid on January 1, 2016, fruit “bearer plants” are considered a machinery item in a manufacturing process, so, their value is classified under Property, plant and equipment and recorded as specified in IAS 16.

Fruit “bearer plants” can be differentiated depending on their productive state between the development stage and production stage, and are valued as per the following criteria:

a) “Bearer plants” in development

“Bearer plants” in development are valued at the acquisition and/or production cost of the plants plus the costs to maintain them until the date when they start producing.

b) “Bearer plants” in production

The accounting policy of the valuation of “bearer plants” in production is at historic cost, minus its corresponding depreciation and accumulated impairment, if it exists. It must be stated that determined cost includes the revaluation recorded until December 31, 2015, date when the amendment to IAS 16 and 41 came into effect.

“Bearer plants” are considered to be in production from the first season when they start to produce, regardless of the corresponding species (blueberries, raspberries, blackberries and cherries).

Nevertheless, if the period of time that passes between the plantation date and the current season surpasses the following thresholds, the plantation must still be considered in production, regardless if it had its first harvest or not:

- Tropical blueberries: 2 years
- Temperate blueberries: 4 years
- Raspberries: 1 year
- Primocane blackberries: 1 year
- Floricane blackberries: 2 years
- Cherries: 4 years

When “bearer plants” enter the production stage, it means the start-up of the depreciation of the asset, as is explained in point 3.3.3. If the book value is modified due to the presence of impairment in “bearer plants”, said decrease in the value will be attributed directly to results in the period under the account Other expenses, per function.

### 3.3.3 Depreciation

Depreciation of the components of Property, plants and equipment (except “bearer plants”) is calculated using the lineal method, distributing it in a systematic manner during its useful life. This useful life has been determined based on the natural expected impairment, technical or commercial obsolescence derived from the changes and/or improvements in production and changes in the market’s demands for the products obtained in the operation with said assets. Land is not depreciated.

Depreciation of “bearer plants” is calculated according to its production forecasted in the useful life of the plant and is assigned as per real production curves. In the case of plantations that are located on leased land, the useful life is adjusted as per the maturity of the corresponding lease contract.

The estimated useful lives are as follows:

	Minimum Life or Rate Years	Maximum Life or Rate Years
<b>Construction and infrastructure works</b>		
Steel, reinforced concrete constructions	30	80
Wooden buildings	10	30
Provisional constructions	8	10
Minor agricultural constructions (macro-tunnel and others)	3	8
<b>Machinery and equipment</b>	8	10
<b>Information technology (IT) equipment</b>	3	6
<b>Furniture and supplies</b>	5	10
<b>Motor vehicles</b>	8	10
<b>Bearer plants</b>		
Blueberries	10	25
Raspberries	3	5
Blackberries	5	10
Cherries	10	25
Assets for right of use	As per duration of the contract	

The installations that the Company keeps temporarily inactive, continue with their depreciation as per the lineal method.

The residual value and the useful life of the assets are checked, and adjusted if necessary, at each closing of the financial statements of position in order to obtain a remaining useful life as per the value of the assets.

The effects of depreciation are presented under cost of sales, expenses or other expenses per function, whichever corresponds.

### 3.4 Biological Assets, current

As per what is established in IAS 41, agricultural products that grow on fruit “bearer plants” will follow this standard, which must be measured at their fair value minus sales costs, recording the changes in valuation under results as the product grows.

The minimum amount of said fair value is the cost incurred in during the season in course. Additionally, said fair value would include the margin expected for the fruit that is closest to the harvest, based on the maturity curve of the fruit. Regardless, when the estimation of said margin per subsidiary does not significantly differ from the cost incurred as of the date of the Financial Statements, this value will not be recorded.

The variables used to calculate fair value are the following:

- **Volume:** Corresponds to the fruit which at the closing of the financial statements is estimated to be harvested in no more than 80 days in the case of blueberries and cherries, no more than 30 days in the case of raspberries and no more than 50 days in the case of blackberries. This estimation of harvest volumes is performed by expert agronomists, who based on the phenological state of the fruit hanging on the “bearer plants”, of the variety and geographic location of the plantations, perform a projection of the volume of fruit that will be harvested during the next weeks.
- **Producer return:** From the weekly historical average sale price in the final market (taking as a reference the prices published by USDA - United States Department of Agriculture, for the last 3 seasons), we determine the return that the field will receive, based on the date when the fruit is expected to be sold which, to the closing of each financial statement, is hanging from the “bearer plants”, deducting all the costs that must be incurred from the harvest to the arrival to the final customer.
- **Production Cost:** is determined through the accumulation of real costs for each productive hectare, considering all the maintenance tasks and depreciation of fixed assets used at each of the plantations until the moment of the evaluation.

### 3.5. Intangible assets other than goodwill

#### a) Varietals Licenses

The acquired varietals licenses are shown at purchase cost and are amortized charged to the cost of sale as income from sales is generated, or by the plant’s development cost.

Corresponds to the rights acquired for the production and commercialization of varieties of Berries.

#### b) IT programs

Correspond to licenses for acquired software, which are capitalized over the base of the costs incurred in to acquire and prepare them for use. These costs are amortized during their useful lives estimated at 6 years.

Expenses related with the development or maintenance of software are recognized as expenses when they arise. Costs directly related with the production of unique and identifiable software controlled by Hortifrut S.A. and subsidiaries, and which will probably generate superior economic benefits than their costs for over a year, are recognized as intangible assets. Direct costs include expenses corresponding to the personnel that develop the software and any kind of expense incurred in for its development or maintenance.

#### c) Water rights

Water rights which have an indefinite useful life, since as per all the considered factors, there is no time limit when the asset generates net cash flows for the Company. It is recorded at the cost incurred in its acquisition.

#### d) Relationship with Customers

Intangibles generated in the acquisition of Vitalberry Marketing SpA due to the latter's relationship with customers, transferred as part of the merger process. The estimation of returns demanded from this company, considered a customer "outflow" rate of an annual 10%, establishing an amortization period for this intangible of 15 years, which is recorded in the consolidated income statement, under the item of administration expenses.

#### e) Vitalberry Brand

Due to the market participation in the different continents where Vitalberry sold its products, at the moment of its acquisition, it was considered that this brand has a value. The used focus was the "Relief from Royalty" method based on the assumption that the owner of the intangible asset, saves the payment of Royalty for the use of said asset.

### 3.6 Goodwill

Goodwill arises from the acquisition of subsidiaries and represents the excess of the considerations transferred over Hortifrut S.A. and subsidiaries' interests in the net fair value of the identifiable net assets, liabilities and contingent liabilities of the acquired and the fair value of the non-dominating interest in the acquired.

In order to perform the tests for loss due to impairment, the goodwill acquired in a business combination is assigned to each one of the cash generating units, or Groups of cash generating units, that are expected to benefit from the synergies of the combination. Each unit or Group of units which are assigned the goodwill represent the lowest level within the entity where goodwill is controlled for internal management purposes.

Revisions of the loss due to impairment of the value of the goodwill are performed annually or more often if events or changes in circumstances indicate a potential loss due to impairment. The book value of goodwill is compared with the recoverable amount, which is the used value or the fair value minus sales costs, the highest of these values. Any loss due to impairment is immediately recognized as an expense and is not subsequently reverted.

### 3.7 Interest Costs

Interest costs which can be directly attributed to the construction of any qualifying asset are capitalized during the period of time that is needed to complete and prepare the asset for the intended use. Other interest costs are recorded under profit or loss.

### 3.8 Impairment of non-financial assets

Assets that have an indefinite useful life are not subject to amortization and are subjected on a yearly basis to impairment tests.

Assets subject to depreciation are subjected to impairment tests as long as some event or change in the circumstances of the business indicates that the book value of the assets may not be recoverable. A loss due to impairment is recognized when the book value is higher than its recoverable value.

The recoverable value of an asset is the highest between the fair value of an asset minus sales cost and its value in use. In order to evaluate the loss due to impairment of value, assets are grouped at the lowest level for which cash flows that can be separately identified (CGU, cash generating unit) exist.

Non-financial assets other than Goodwill which have suffered a loss due to impairment are subjected to revision on each closing date of the financial statement of position to verify if reversals of the loss have been produced.

Loss due to impairment in value can be reversed in accounting only up to the amount of the loss recognized in previous periods, so that the book value of these assets does not surpass the value that they would have had if said adjustments had not taken place. This reversal is recorded in the Other profit (loss) account.

### **3.9. Financial Assets**

Hortifrut and its subsidiaries initially recognize financial assets and liabilities, when they become part of the contractual dispositions of the instrument, in other words, when the contractual conditions between Hortifrut and its counterpart are met so that the rights and obligations between both begin.

#### **3.9.1. Classification of financial assets**

Hortifrut classifies its financial assets based on the business model and the characteristics of the contractual cash flows.

The business model refers to the way in which groups of financial assets are managed to obtain a concrete business objective. Management will evaluate the business model and its considerations, each time that a relevant change in said model is perceived. Nevertheless, said revision will take place every 3 years at the most. The evaluation of the business model considers checking the objectives defined for the portfolio, how performance will be evaluated, what the risks are and how they will be managed, how management will be informed, among others.

Regarding contractual cash flows, it will be evaluated if these are only payments of the principal and interests based on the contractual terms of the instrument. This includes evaluating if a financial asset contains a contractual condition that could change the calendar or amount of the contractual cash flows so that it won't comply with this condition.





Below we detail the classification, initial and subsequent valuation of the financial instruments, and how profit or loss originated by these are recognized:

Financial Instrument	Condition	Assets that make up this category	Classification	Initial valuation (first recording)	Subsequent Valuation	Profit and Loss
Financial Assets	The objective of the business model is to maintain the financial asset to obtain contractual cash flows and, based on the conditions of the contract, to receive cash flows on specific dates, only corresponding to payments of the principal plus interests over the principal.	Term deposits, accounts receivable from related entities, accounts receivable from customers and other receivable fees, cash in current accounts, among others.	At amortized cost	Trade debtors without significant financing components are valued at the price of the transaction.  The rest of the assets are measured at fair value plus transaction costs directly attributable to their acquisition or issuance.	These assets are subsequently measured at amortized cost using the effective interest method. The amortized cost is reduced by the loss due to impairment.	Interest income, profit and loss due to foreign currency exchange rate fluctuations and impairment are recognized in results.
Financial Assets	The objective of the business model is to maintain the financial asset to obtain contractual cash flows or to sell and, based on the conditions of the contract, to receive cash flows on specific dates, only corresponding to payments of the principal plus interests over the principal.	Mutual Funds	At fair value with changes in income	Fair value plus transaction costs directly attributable to its acquisition or insurance.	Fair Value	Income from interests calculated under the effective interest method, profits and loss due to foreign currency exchange rate fluctuations and impairments are recognized in results.
Financial Assets	Assets under scenarios different to the two aforementioned.	Swap rate or forward currency	At fair value with changes in other comprehensive income (equity)	Fair Value	Fair Value	Net profit and loss, once recognized, including any income from interests or dividends, are recognized in results.  Other net profit and loss are recognized in other comprehensive income. At the moment of cancelled accounts, profit and loss accumulated in other comprehensive income will be reclassified in results.

Hortifrut and its subsidiaries do not reclassify financial assets after their initial recognition unless Management changes its business model to administer the financial assets, in which case, all the affected financial assets will be re-classified on the first day of the first period of presentation of the consolidated financial statements, after the changes in the business model.

In the initial recognition of an equity investment which is not kept for negotiation, Hortifrut and subsidiaries can perform an irrevocable election at the moment of the initial recognition of presenting the subsequent changes in fair value in other comprehensive income. This choice is made individually for each investment.

In the initial recognition, Hortifrut and subsidiaries can irrevocably designate a financial asset which somehow complies with the requirement of being measured at amortized cost or at fair value with changes in other comprehensive income such as at fair value with changes in result, if doing so significantly eliminates or reduces an inconsistency of measurement or recognition which would arise in another case.

### **Cancelling of accounts**

Hortifrut and subsidiaries cancel or stop recognizing a financial asset in accounts, when the contractual rights over cash flows of the financial asset expire, or when the rights to receive contractual cash flows in a transaction are transferred, where all the rights and benefits of the financial asset are substantially transferred, or the risks and benefits related with the property are not transferred or substantially retained and control is not kept over the transferred assets.

Hortifrut and subsidiaries cancel or stop recognizing a financial liability in accounts when its contractual obligations are paid or cancelled. Hortifrut and subsidiaries also cancel a financial liability in accounts when its conditions are modified and the cash flows of the modified liability are substantially different. In this case, a new financial liability is recognized based on the new conditions at fair value.

At the moment of the cancelling of a financial liability in accounts, the difference between the book value of the extinct financial liability and the paid consideration (including the assets that are not effectively transferred or the assumed liabilities) are recognized in results.

### **Offsetting**

A financial asset and liability will be the objective of offsetting, so that its net amount is presented in the statement of financial position, when and only when the Group has, at the current moment, the right, legally demandable, to offset the recognized amounts and has the intention to liquidate by the net amount, or to realize the asset and simultaneously liquidate the liability.

### **3.10 Derivative financial instruments and hedging activities**

Derivatives are initially recognized at fair value on the date that the derivatives contract has taken place and they are subsequently valued again at their fair value. The method to recognize the resulting loss or profit depends on if the derivative has been designated as a hedging instrument and, if so, on the nature of the item that is being hedged. The Company designates certain derivatives such as:

- (a) Fair value hedging of recognized assets or liabilities (fair value hedging);
- (b) Hedging of a concrete risk associated to a recognized liability or a highly probable foreseen transaction (cash flow hedging); or
- (c) Derivatives that do not qualify for hedge accounting

The Company records at the start of the transaction the existing relationship between hedging instruments and the hedged items, as well as their objectives for risk management and the strategy to perform different hedging operations. The Company also records its evaluation, both at the start and over a continuous base, to see if the derivatives that are used in the hedging transactions are highly effective to offset the changes in fair value or in the cash flows of the hedged items.

The total fair value of the derivatives is classified as Other non-current financial assets or liabilities if the remaining maturity of the hedged item is over 12 months and as Other current financial assets or liabilities if the remaining maturity of the hedged item is less than 12 months.

The accounting treatment of derivatives as per their classification is as follows:

(a) Fair value hedges

Changes in the fair value of derivatives that are designated and rated as fair value hedge are recorded in the consolidated income statement, together with any change in the fair value of the hedged asset or liability which can be attributed to the hedged risk.

(b) Cash flow hedges

The effective part of changes in the fair value of the derivatives that are designated and classified as cash flow hedges are recognized as cash flow hedges reserves under net equity. Profit or loss related with the non-effective part is immediately recognized in the consolidated income statement, under “Other profit (loss)”.

In the case of variable interest rate hedging, the amounts recognized under equity are reclassified to results in the financial expenses line as the interests of the associated debts are accrued.

In the case of exchange rate hedging associated to costs and expenses to be incurred in Chilean pesos and associated to income to be received in Euros, the amounts recognized in equity are reclassified to profit or loss in the cost of sales item as the corresponding costs and expenses are accrued.

When a hedging instrument matures or is sold or no longer complies with the requirements demanded for hedge accounting, any profit or loss accumulated in net equity up to that moment remains under equity and is recognized when the foreseen hedged transaction is finally recognized in the consolidated income statement. When it is expected that the foreseen transaction will not take place, the profit or loss accumulated in net equity will immediately be taken to the consolidated income statement under “Other profit (loss)”.

### **3.11 Inventories**

Stocks are valued at their acquisition cost or at their net realizable value, the lower of the two. Cost is determined by the weighted average cost (WAC) method.

The cost of the finished products and the products in process include raw materials, direct labor force, other direct costs and general manufacturing expenses (based on a normal operating capacity).

Net realizable value is the estimated sale price during the regular course of business, minus the variable costs of applicable sales.

Obsolete or slow-moving materials and supplies are recognized at their net realization value.

The Company values its inventory as per the following:

- a) The production cost of the finished products covers costs directly related with the productive units, such as labor costs, variable and fixed costs which have been incurred to transform raw materials into finished products.
- b) In the case of the cost of acquired stock, the acquisition cost covers the purchase cost, custom duties, transport, storage and others attributable to the acquisition of the goods and materials.

#### Formula to calculate the cost of inventory

Finished product inventory is valued using the weighted average cost method, which is, the cost of each product unit is determined from the weighted average of the cost recorded at the start of the period and the cost of the articles purchased or produced during the period.

Inventory of raw materials, packing and materials are valued at weighted average cost.

### **3.12 Trade debtors and other accounts receivable**

Trade debtors and other accounts receivable are initially presented at fair value and then at amortized cost.

The Company records provisions for non-collectability over its trade debtors and other accounts receivable, based on the requirements of IFRS 9. Based on the aforementioned, the Company estimates the expected credit loss, which result from possible events of non-compliance during the life of its assets measured at amortized cost. The details of the model are described in Note 10.

### **3.13 Cash and cash equivalents**

Hortifrut S.A. and subsidiaries consider as cash and cash equivalents the cash balances held at hand and in current bank accounts, term deposits and other financial investments (negotiable securities of easy liquidation) with a maturity of less than 90 days and which are subject to a not very significant risk of changes in value. Investments that correspond to cash management and whose funds are of free disposal are also included.

Used bank overdraft lines are included in Other financial liabilities.

### **3.14 Corporate capital**

Corporate capital is represented by ordinary shares of a single class.

Incremental costs which can be directly attributed to the issuance of new shares or options are presented in net equity as a deduction, of the obtained income.

The minimum legal dividends over ordinary shares are recognized as a reduction of equity when they are approved by the shareholders' meeting.

### **3.15 Payable trade accounts and other accounts payable**

Book values recognized within payable trade accounts are initially recognized at their fair value and are subsequently valued at the amortized cost using the effective interest rate method.

### **3.16 Other financial liabilities**

Financial liabilities are initially recognized, by their fair value, net of costs incurred in the transaction. Subsequently, they are valued at their amortized cost and any difference between the obtained funds (net of the necessary costs for its obtention) and the reimbursement value, are recognized in the income statement during the life of the debt as per the effective interest rate method. The effective interest rate method consists

on applying the market rate as a reference for debts with similar characteristics to the value of the debt (net of the necessary costs for its obtention).

Financial liabilities are classified under current liability and non-current liability over the base of the contractual maturity of the nominal capital.

### **3.17 Gains tax and deferred taxes**

Hortifrut and subsidiaries have recognized their tax rights and obligations based on the valid legal dispositions.

Income tax expense is recognized in the income statement and correspond to payable tax determined over the taxable income of the year, applying the valid tax rates as of the closing date of the consolidated financial statements, including any adjustment to payable tax for previous years and the effect of the variation of assets and liabilities due to deferred taxes.

When dealing with items recognized in other integral results or directly in net equity, in this case, tax is also recognized in the other integral results or directly in net equity, respectively.

Deferred tax effects are recorded over the temporary differences that arise between the tax base of assets and liabilities and their corresponding values shown in the financial statements. Deferred tax assets and liabilities are determined using the tax rates that have been promulgated as of the date of the financial statements and are expected to be applicable when the income tax asset is realized or the income tax liability is paid.

Regardless of the aforementioned, deferred tax which is the result of temporary differences that arise from investments in subsidiaries and related companies is not recognized when the reversal of the temporary difference is controlled by the Company and it is probable that the temporary difference will not be reverted in the foreseeable future.

### **3.18 Employee Benefits**

#### **a) Employee vacations**

Hortifrut and its subsidiaries recognize the expense for employee vacations through the accrued method, which is recorded at its nominal value.

#### **b) Benefits for termination of labor relationship**

Hortifrut and its subsidiaries do not present obligations due to indemnity for termination of employee services, because there is no legal obligation associated or a non-formalized practice which results in said obligation.

These are recorded in profit or loss (expense) at the moment the employees are paid, as a consequence of the Company's decision to rescind their work contract, before the normal retirement age.

#### **c) Other benefits**

Hortifrut and its subsidiaries recognize a liability for bonus to its employees, when it is contractually obligated or when the practice in the past has created an implicit obligation, which is historically defined at the end of the season. If it exists, the provision is presented under current liability.

### 3.19 Other provisions

Hortifrut and subsidiaries recognize a provision when they are contractually obligated or when there is a practice in the past which has created an assumed obligation.

Provisions for onerous contracts, lawsuits and other contingencies are recognized when:

- i. Hortifrut S.A. and subsidiaries has a current obligation, whether it is legal or implicit, as a result of past events,
- ii. It is probable that an exit of resources will be necessary to liquidate the obligation; and
- iii. The value has been estimated in a reliable form.

Provisions are regularly revised and quantified, taking into consideration the best information available on the presentation date of the consolidated financial statements.

### 3.20. Revenue Recognition

The Company recognizes revenue from the following sources:

- a) Sale of fresh fruit
- b) Sale of frozen fruit.
- c) Sale of bearer plants.

Revenue is recognized when the customer obtains control of the goods and a significant reversal will probably not take place in the amount of recognized accumulated revenue. As a result, in those contracts where the Group cannot perform a reasonable estimation of the return, it is expected that revenue be recognized as soon as the collection of the consideration and its corresponding payment is highly probable.

All the facts and circumstances that are relevant when applying each step of the model established by IFRS 15 to the contracts with customers are analyzed and taken into account:

- i. Identifying of the contract,
- ii. Identifying performance obligations,
- iii. Determining price of the transaction,
- iv. Assigning price, and
- v. Recognizing income.

The following specific criteria for recognizing must also be fulfilled before recognizing revenue:

- a) Sale of fresh fruit – Revenue from the sale of fresh fruit is recognized when a customer obtains control of the goods, which usually occurs at the moment the goods are dispatched or upon the sale to the destination customer. The identified performance obligation is related with the delivery of fresh fruit from the Hortifrut group to the customer, who can be national or foreigner, there are no variable considerations included in the price, such as discounts applied for the customers, rebates or other elements that affect the price of the sold products. Even though the contract establishes payment for the services provided by the commercial platforms, these costs are discounted in the value of the liquidation of each sale. The contract establishes a variable sale price which basically depends on the spot price of Berries. Finally, the contract establishes that the control of the sold products be transferred once the products are transferred to the final customer, date that coincides with the invoicing of the products.

- b) Sale of frozen products – The Hortifrut group maintains sale contracts with retail chains to whom fresh and frozen Berries are sold. Sales of this type are realized mainly in the United States, Europe and Asia. In this aspect, supermarket chains realize charges for the concept of discounts applied to the final consumer, promotions performed by the chain, services for the replacement of products at sales stores, among others. The fulfilment of the performance obligation is realized at the moment when products are delivered to the customer at the contractually established place, which generally corresponds to the chain's distribution center, when the Hortifrut group delivers the frozen fruit, at the place agreed with the customer or at the moment of the transfer of the risk depending on the incoterm used when dispatching the products.
- c) Sale of bearer plants – Sales revenue is recognized when a producer receives the plants. This income is included under the “Fresh Fruit” segment.
- d) Revenue from the providing of services – Operating revenue from the sale of services, is recorded when said service has been provided. A service is considered to have been provided when it is received in acceptance by the customer.
- e) Revenue from dividends – Revenue from dividends is recognized when the right to receive the payment is established.
- f) Revenue from interests – Revenue from interests is recognized at market value, if it corresponds, and accrued monthly. For example, Mutual Funds are recorded at unit value, Term deposits, at nominal value.





### **3.21 Trade agreements with distributors and supermarket chains**

The Company performs trade agreements with its main distributors and supermarkets through which they establish: (i) discounts for volume and other customer variables: (ii) promotional discounts, which correspond to an additional reduction in the price of the sold products, due to the development of trade initiatives (temporary promotions) and the granting of considerations (use of preferential spaces and others) and (iii) shared advertising, which corresponds to the Company's participation in advertising campaigns, promotional magazines and the opening up of new sales points.

Discounts due to volume and promotional discounts are recognized as a reduction in the sale price of the sold products. The contributions for shared advertising are recognized when the advertising campaigns agreed with the distributor have taken place and are recorded as incurred commercializing expenses.

The Company recognizes the cost of the benefits granted by commercial agreements with distributors only when there is formal evidence of the agreement, the amount of the benefit can be reasonably estimated and its payment is probable.

Commitments with distributors or importers in the export's environment are recognized when there is formal evidence of the agreement and its amount can be reliably estimated.

### **3.22 Cost of Sales**

Sales costs include the cost of production of the sold products and other costs incurred in to leave inventory at the locations and under the necessary conditions for its sale. These costs include, among others, cost of raw materials, packing costs, labor costs of production personnel, depreciation of assets related with production, payment of leaves of absence and operating costs, maintenance of plants and equipment.

#### Estimating Cost of Sales

Sales from the production of third party fruit (producers), which to the closing of the period have not yet been liquidated (approximately between 20 and 45 days as per destination) the premium over the contractual price previously agreed with the producer is estimated. The estimated premium plus the agreed price constitute the cost of fruit. The premium is estimated taking as a reference the real placement prices experienced at the destination market as of the closing date of the consolidated financial statements.

### **3.23 Administrative expenses**

Administrative expenses include remunerations and compensation of personnel at the back up units, the depreciation of offices, equipment, installations and furniture used in these functions, the amortization of non-current assets and other general and administrative expenses.

### **3.24 Lease**

#### **a) Financial Lease**

Hortifrut S.A. and its subsidiaries lease determined fixed assets. The fixed asset lease, when the Company substantially has all the risks and rewards inherent to the property, is classified as financial lease. Financial lease is capitalized at the start of the lease at the fair value of the property and/or leased asset or at the current value of the minimum payments for the lease, the lower of the two.

Each lease payment is distributed between the liability and the financial burdens to obtain a constant interest rate over the pending balance of the debt. The corresponding obligations for lease, net of financial burdens, are included in Other financial liabilities. The interest element of the financial cost is charged in the income statement during the lease period in order to obtain a constant periodic interest rate over the remaining balance of the liability for each period. The asset acquired under a financial lease regime is depreciated during its useful life or the duration of the contract, the lower of the two.

#### **b) Operating Lease**

Hortifrut S.A. and its subsidiaries lease certain fixed assets, the lease where the lessor conserves an important part of the risks and advantages derived from the ownership of the good is classified as operating lease. The nature of expenses related with this lease has changed from January 01, 2019, with the application of IFRS 16, the Group recognizes a charge for asset depreciation due to the right to use and interest expense over lease liabilities.

#### Estimated economic useful life or depreciation rate

Useful life is defined by the duration of the corresponding contracts, the deprecation of right of use is recognized monthly, said depreciation is calculated lineally during the term of the lease.

For this type of assets, the company does not maintain a residual value.

The group has applied IFRS 16, taking into account the following considerations:

#### I. Identification of lease - Definition

At the start of a contract, Hortifrut determines if a contract is, or contains, a lease.

To determine if a contract transmits the right to control the use of an identified asset, Hortifrut evaluates if:

- The contract involves the use of an identified asset;
- It has the right to substantially obtain all the economic benefits derived from the use of the asset during the period of use; and
- It has the right to direct the use of the asset

This policy is applied to the executed or modified contracts, from January 01, 2019.

Hortifrut will once again evaluate if a contract is, or has, a lease only if the terms and conditions of the contract change.

#### II. Exemptions of recognition

Hortifrut applies the exemptions to the recognition of leases established in IFRS 16, in the following cases:

- In short term lease, for contracts with terms of less than a year, except when there is the intention to renew in subsequent periods.
- In underlying asset leases of a low value, calculated over the base of the individual value of the assets when they are new, for amounts lower than ThUS\$10.

#### III. As Lessee

Hortifrut recognizes assets for the right of use and liabilities for lease at the start of the lease contract, associated companies, mainly, lease contracts and usufruct of the land, which do not comply with the recognition exemptions.

##### a) Lessee accounting model – assets for right of use (ROU):

ROU assets are initially recognized at cost, which includes:

- The amount of the initial measurement of the liability for lease, adjusted.
- The asset for right of use is subsequently measured at cost minus accumulated depreciation and the loss due to impairment determined under IAS 36, adjusted by the new measurements of the lease liability.
- In this sense, the depreciation term is defined by Hortifrut from the starting date to the end of the useful life of the asset with the right of use or until the end of the lease term, whichever is first. In the case of lease with contract renewable for a year, for example in the case of offices, these are depreciated based on history.

b) Lessee accounting model – lease liability:

On the starting date, Hortifrut will measure the liability for lease at the current value of the lease payments that have not been paid on that date. Hortifrut will discount the lease payments using the interest rate implicit in the lease, if that rate can be easily determined, if not, Hortifrut's incremental loan rate must be used, as per the business, currency and valid term segment of the contracts.

Lease liability is subsequently measured:

- Increasing the book value to reflect the interest over the lease liability;
- Reducing the book value to reflect the realized lease payments; and
- Once again measuring the book value to reflect the new lease measurements or modifications due to changes in the terms, fixed payments, residual value guarantees, etc.

Lease payments, lease payments included within the liability are the following:

- Fixed payments in local currency;
- Variable lease payments, which depend on an index such as the consumer price index (UF)

Term of lease, the criteria applied by Hortifrut to define the lease term, are the following:

- For contracts without renewal clause, the termination date of the contract is considered.
- For contracts with renewal clause, the term is advised by the operating area as per the business plan.

Hortifrut will evaluate in the new lease contracts all the renewal considerations, anticipated termination, investment and business plan to establish the term of each contract.

If a change in the lease term is produced or if there is a change in the evaluation of an option to purchase the underlying asset, Hortifrut will once again measure the lease liability discounting the remaining lease terms using a modified discount rate, namely, determining a new rate as of the date of the modification. If there are changes in future payments, the remaining payments will be discounted with the initial discount rate, unless the change in lease payments proceeds from a change in variable interest rates. In this case, Hortifrut will use a modified discount rate which reflects the changes in the interest rate.

#### IV. Consolidation

At a consolidation level, all the transactions related with leases between companies will be eliminated, so the lease contracts over goods owned by the parent company given in lease to the subsidiaries and the sub-lease over said properties will be left without effect in the consolidation. In the case of sub-lease given by the parent company to its subsidiaries over goods owned by third parties, in the consolidated financial statements, the items associated to sub-lease must be eliminated, but the parent company will present the DDU assets and lease liabilities derived from the main lease contract.

## V. Presentation of the lessee

Hortifrut will present in the statement of financial position or in the notes:

- Assets for right of use separate from other assets.
- Lease liabilities separate from the other liabilities.

## VI. Revelations of the lessee

Hortifrut will reveal information regarding its leases, where it acts as a lessee, in a section of the financial statements.

## VII. Classification of the lessor

Hortifrut as a lessor, will classify each one of its leases as an operating lease or a financial lease.

Revenue from operating lease is recognized in a lineal manner during the term of the lease.

### **3.25 Non-current assets or groups of assets (or disposal groups) classified as held for sale**

Non-current assets or disposal groups are classified as assets held for sale and are recognized at the lower value between the book value and the fair value minus cost to sell. When the value will be recovered mainly through its sale, as long as the sale is considered highly probable.

### **3.26 Environment**

In the case of environmental liabilities, these are recorded based on the current interpretation of environmental laws and rulings, when it is probable that a current obligation will be produced and the amount of said responsibility can be calculated in a reliable manner.

Investments in infrastructure works destined to complying with environmental requirements are activated by following general accounting criteria for Property, plant and equipment.

### **3.27 Research and development**

Research and development expenses are presented under the “Other expenses, by function” item in the consolidated income statement, because the realized investigations form a normal part of Hortifrut S.A. and its subsidiaries’ operations.

### **3.28 Advertising expenses**

Advertising expenses are recognized under results when they take place.

### **3.29 Earnings per share**

Net profits per share are calculated by dividing the net profit attributable to the shareholders by the weighted average of the number of ordinary shares in circulation during the period, excluding shares acquired by the company.

### 3.30 Insurance expenses

The payment of different insurance policies which the Company hires is recognized under expenses in proportion to the period of time that they cover, regardless of the payment terms. The paid and non-consumed values are recognized as prepaid payments under current assets.

The costs of the claims are recognized under results immediately once known, net of the amounts recoverable from the insurance companies. The amounts to be recovered are recorded as an asset to be reimbursed by the insurance Company under the item Trade Debtors and other accounts receivable, calculated according to what was established in the insurance policies.



## NOTE 4- RISK MANAGEMENT

The Company's business intrinsically involves a series of risk factors which, in one way or another, could affect the development of the business. Within these factors, we can mention the following:

### 4.1. Financial Risks

#### 4.1.1 Credit Risk

Credit risk is the risk of financial loss which Hortifrut and its subsidiaries face if a customer or a counterpart in a financial instrument does not comply with its contractual obligations and is mainly originated from customer accounts receivable.

##### a) Cash surplus investment risk:

The financial institutions with whom Hortifrut S.A. and subsidiaries operate and the type of financial products where they materialize said cash surplus investments, are considered low risk for the Company (see Note 7.1).

The Company's policy regulates investment and debt, trying to limit the impact of the exchange rate fluctuations in the valuation of currencies and interest rates over the Company's net results, through cash surplus investments and the hiring of forwards and other instruments in order to maintain a balanced rate and exchange rate position.

Within the authorized instruments, are those whose maturity terms do not exceed 90 days and have high liquidity.

- Cash at hand
- Term deposits
- Investments in mutual funds
- Other short term and high liquidity investments.

The financial entities where the investments are placed have a high creditworthiness.

##### b) Risk from sales operations

Hortifrut has diversified sales in several countries.

The main customers are supermarkets in the United States, where the fresh fruit business is subject to the PACA law, which protects fresh fruit and vegetable suppliers in the USA.

For sales outside the United States, the Company's policy is to obtain credit insurance policies. For those customers whose policies have a maximum limit, the Company frequently evaluates the risk of exposure and decreases/increases deliveries in accordance with the performed analysis or demands advanced payment from its customers.

Regardless of the fact that to date Hortifrut has not had any problems in relation to credit risk, it is important to bear in mind that this fact does not guarantee that in the future, the Company may be exposed to this risk.

As a mitigation measure for this risk, the Company has obtained credit insurance for the parent company and subsidiaries (See Note 4.3).



#### 4.1.2 Liquidity risk and Financing

This risk is associated to the probability that Hortifrut S.A. and its subsidiaries cannot comply with their obligations, as a result of insufficient liquidity or the impossibility to obtain credits.

Furthermore, there is the risk that, due to an impairment in its operations or other circumstances, certain financial ratios could reach levels that are higher than the limits established in the credit contract, which could limit the debt capacity or accelerate the maturity of the Company's valid financial liabilities.

To mitigate this risk the Company continuously monitors its financial ratios and other obligations and restrictions stipulated in its credit contracts, in order to be able to take opportune actions to avoid the potential negative effects associated to this risk.

Regardless of the fact that to date Hortifrut has not had any problems associated to exceeding the financial ratios stipulated in financial contracts, it is important to bear in mind that this fact does not guarantee that in the future Hortifrut may be exposed to this risk.

The Hortifrut Group centrally administers these risks from the parent company through an appropriate distribution, extension of terms and by limiting the amount of its debt, as well as the maintenance of an adequate liquidity reserve, constantly monitoring the debt of the Subsidiaries and Associated Companies. Specifically in the case of subsidiaries such as Hortifrut España Southern Sun SL and Honghe Jiayu Agriculture Limited and associated companies such as Munger Hortifrut N.A. LLC in the United States, credit decisions are made at these business units in coordination with Hortifrut S.A. Debts are incurred through bank credits in Chile and overseas, aiming to optimize the credit conditions based on the financing needs to face investment plans and requirements for work capital.

The application of IFRS16, involves an increase in the Company's financial liabilities by recognizing the lease obligation. The Company, considering financial safeguards, has agreed with the corresponding financial institutions to not include lease obligations in the related calculation formulas.

Regardless of the fact that to date Hortifrut has not had any problems in relation to liquidity risk, it is important to bear in mind that this fact does not guarantee that in the future, Hortifrut may be exposed to this risk.

Hortifrut has available short-term credit lines, approved and valid for work capital, which as of December 31, 2020 reach US\$233.66 million (US\$276.79 million as of December 31, 2019) distributed among 16 banks. The used amount reaches US\$72.35 million, with an available balance of US\$161.31 million. Credit lines are distributed among the following companies: Hortifrut Chile S.A. with US\$216.50 million, Agrícola El Pampino S.A. with US\$0.75 million, Agrícola El Avellano S.A. with US\$0.50 million, Agrícola Santa Rosa del Parque S.A. with US\$1.00 million, Agrícola Mataquito S.A. with US\$1.70 million, Agrícola Vida Nueva S.A. with US\$0.40 million, Euroberry Marketing S.A. with US\$7.81 million and Hortifrut Import Inc. with US\$5.00 million.

Based on the current operational performance and its liquidity position, the Company estimates that cash flows from operating activities and available cash will be enough to finance working capital and interest payments, for the next 12 months and the foreseeable future.

To administer short term liquidity, the Company uses as a base its cash flows forecasted for a mobile period of twelve months and maintains cash and cash equivalents which are available to comply with its future obligations.

Below we summarize the maturity of the Company's bank loans and financial leasing as of December 31, 2020 and 2019, based on undiscounted contractual cash flows:

	Cash Flows						
	Capital	Interests	From 0 to 3 months	Between 3 and 12 months	Between 1 and 5 years	Over 5 years	Total
				ThUS\$	ThUS\$	ThUS\$	
<b>Creditor Bank</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Banco Santander Chile	32,041	367	2,363	1,130	32,879	-	36,372
Banco RaboFinance Chile	48,317	275	-	4,660	47,765	1,120	53,545
Banco de Crédito e Inversiones	64,038	1,143	20,056	6,288	25,615	24,447	76,406
GC Rent Chile SpA.	128	-	3	53	80	-	136
Banco Scotiabank	26,006	488	6	26,624	-	-	26,630
Banco China Construction Bank Corp.	15,000	360	-	15,468	-	-	15,468
Banco Latinoamericano de Comercio Exterior, S.A.	19,931	158	7,004	446	14,230	-	21,680
Banco Santander Central Hispano S.A.	9,590	10	810	5,056	4,255	-	10,121
Banco Bilbao Vizcaya Argentaria	10,651	38	1,938	2,666	6,305	-	10,909
La Caixa	2,332	7	392	1,177	785	-	2,354
Bankinter	3,623	-	235	3,160	237	-	3,632
Banco Sabadell	1,087	6	157	471	471	-	1,099
Banco de Crédito del Perú	2,035	-	2,036	-	-	-	2,036
Coöperatieve Rabobank U.A.	20,000	134	-	592	16,148	5,614	22,354
Scotiabank Perú S.A.	743	-	64	679	-	-	743
Banco Estado	29,955	23	33	4,120	28,113	-	32,266
Banco de Chile	20,728	23	5	4,722	17,767	-	22,494
Banco Industrial and Commercial Bank of China Lin	29,841	361	-	1,030	32,839	-	33,869
Banco de Occidente S.A.	7,958	96	-	275	8,757	-	9,032
HSBC México SA, Institución de Banca Múltiple	938	-	568	376	-	-	944
Banco Internacional del Perú S.A.	547	-	306	171	81	-	558
Banco Continental BBVA	2,044	-	2,011	19	15	-	2,045
Metropolitan Life Insurance Company	19,831	-	528	739	4,115	22,067	27,449
Communications Bank Yunnan Branch	29,873	45	-	6,700	24,562	-	31,262
Credicorp Capital	108	-	74	34	-	-	108
<b>Total as of December 31, 2020</b>	<b>397,345</b>	<b>3,534</b>	<b>38,589</b>	<b>86,656</b>	<b>265,019</b>	<b>53,248</b>	<b>443,512</b>

	Cash Flows						
	Capital	Interests	From 0 to 3 months	Between 3 and 12 months	Between 1 and 5 years	Over 5 years	Total
				ThUS\$	ThUS\$	ThUS\$	
<b>Creditor Bank</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Banco de Crédito e Inversiones	74,033	1,329	29,190	6,126	26,377	30,322	92,015
Banco Estado	42,116	121	12,128	1,503	26,849	6,869	47,349
Banco de Chile	29,845	58	5,022	5,248	19,186	4,346	33,802
Metropolitan Life Insurance Company	29,770	-	-	765	14,837	24,725	40,327
Banco Scotiabank	27,124	102	17,212	10,177	-	-	27,389
Banco RaboFinance Chile	29,093	86	317	4,045	23,663	5,970	33,995
Banco de Crédito del Perú	21,076	64	18,285	2,961	63	-	21,309
Scotiabank Perú S.A.	16,925	263	3,086	3,108	12,591	-	18,785
Banco Itaú	15,000	77	15,126	-	-	-	15,126
Banco BICE	16,674	81	16,040	510	248	-	16,798
Communications Bank Yunnan Branch	14,358	-	-	-	16,902	-	16,902
Banco Santander Chile	13,469	52	10,375	224	73	-	10,672
Banco Santander Central Hispano S.A.	10,378	-	1,251	6,511	2,866	-	10,628
Banco China Construction Bank Corp.	10,000	14	10,064	-	-	-	10,064
Banco Bilbao Vizcaya Argentaria	7,272	41	1,558	1,488	4,348	-	7,394
La Caixa	5,417	10	356	2,792	2,147	-	5,295
HSBC México SA, Institución de Banca Múltiple	3,188	-	591	1,739	944	-	3,274
Bankinter	3,027	2	215	1,763	1,074	-	3,052
Banco Internacional del Perú S.A.	1,722	-	303	920	557	-	1,780
Banco Sabadell	1,549	-	143	429	1,001	-	1,573
Credicorp Capital	1,111	-	196	503	412	-	1,111
<b>Total as of December 31, 2019</b>	<b>373,147</b>	<b>2,300</b>	<b>141,458</b>	<b>50,812</b>	<b>154,138</b>	<b>72,232</b>	<b>418,640</b>

Below is a summary of the maturity of total financial liabilities as of December 31, 2020:

	Cash Flows						
	Capital	Fair Value	From 0 to 3 months	Between 3 and 12 months	Between 1 and 5 years	Over 5 years	Total
<u>Detail</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>
Bank loans	391,756	395,254	37,933	84,275	262,179	53,248	437,635
Bonds - Obligations with the public	93,542	94,608	864	3,395	49,242	58,585	112,086
Leasing Liabilities	5,589	5,625	656	2,381	2,840	-	5,877
Rent Liabilities	62,266	65,755	1,132	4,730	18,632	86,407	110,901
Trade accounts and other accounts payable	115,480	115,480	74,998	33,771	6,711	-	115,480
Accounts payable to related entities	12,861	12,861	-	2,079	10,782	-	12,861

Below is a summary of the maturity of total financial liabilities as of December 31, 2019:

	Cash Flows						
			From 0 to	Between	Between	Over 5	Total
Detail	Capital	Fair Value	3 months	3 and 12	1 and 5	years	
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Bank loans	359,914	362,214	139,184	44,841	148,486	72,232	404,743
Bonds - Obligations with the public	92,588	93,655	869	3,402	36,799	75,288	116,358
Leasing Liabilities	13,233	13,233	2,274	5,971	5,652	-	13,897
Rent Liabilities	21,814	21,814	516	2,542	9,312	11,058	23,428
Trade accounts and other accounts payable	85,304	85,304	69,535	9,263	6,506	-	85,304
Accounts payable to related entities	9,132	9,132	-	3,348	5,784	-	9,132

### 4.1.3 Exchange Rate Risk

The international character of its business and operations in different countries expose Hortifrut to risks due to exchange rate fluctuations. The main exposures refer to exchange rate fluctuations of US Dollar versus Chilean Peso, Mexican Peso, Peruvian Nuevo Sol and Euro.

#### a) Exposure to Chilean Pesos

The source of exposure to Chilean Pesos comes from the costs of the Chilean companies denominated in this currency, trade accounts receivable with national customers and liquid funds held in financial instruments and bank obligations.

Hortifrut performs actions to mitigate the exposure to costs of the Chilean companies by contracting derivative instruments. Likewise, in the Chilean companies, Cross Currency Swap instruments are used to mitigate the exchange rate risk in bank obligations in Chilean Pesos.

#### b) Exposure to Mexican Pesos

The source of exposure to Mexican Pesos mainly comes from agricultural operating costs in Mexico, which are mostly denominated in said currency and, at a lower scale, trade accounts receivable with Mexican customers.

Hortifrut performs mitigation measures over the exposure to costs of Mexican companies, through the contracting of derivative instruments.

#### c) Exposure to Euros

The source of exposure to Euros comes from sales performed in said currency, bank obligations and at a lower scale, liquid funds held in financial instruments. Hortifrut performs actions to mitigate the exposure to sales in Euros through the use of forward derivative contracts.

#### d) Exposure to Peruvian Soles

The source of exposure to Peruvian Soles mainly comes from the costs of agricultural operations in Peru, which are mainly denominated in said currency, and at a lower measure, from trade accounts receivable with customers. Hortifrut constantly evaluates the need to perform actions to mitigate this risk.

Regardless of the fact that to date Hortifrut has not had any problems in relation to exchange rate risk, it is important to bear in mind that this fact does not guarantee that in the future, Hortifrut may be exposed to this risk.

#### Exposure in currencies different to the functional currency

The following table shows the exposure in currencies different to the dollar, over the Company's financial assets and liabilities as of December 31, 2020 and December 31, 2019:

	<u>Chilean</u>			<u>Mexican</u>		
	<u>Pesos</u>	<u>Nuevo Sol</u>	<u>Euro</u>	<u>Peso</u>	<u>Yuan</u>	<u>Others</u>
	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>
<b>As of December 31, 2020</b>						
<b><u>Financial Assets</u></b>						
Cash and Cash Equivalents	2,346	3,286	6,767	441	913	901
Current trade debtors and other accounts receivable	19,154	13,454	23,129	9,748	170	1,861
Current accounts receivable with Related Entities	10	-	6,733	-	-	-
Non-current accounts receivable with Related Entities	-	-	5,026	-	-	-
<b><u>Total Financial Assets</u></b>	<b><u>21,510</u></b>	<b><u>16,740</u></b>	<b><u>41,655</u></b>	<b><u>10,189</u></b>	<b><u>1,083</u></b>	<b><u>2,762</u></b>
<b><u>Financial Liabilities</u></b>						
Other current financial liabilities	213	-	14,457	-	6,449	-
Current rent liabilities	387	-	462	75	1,747	218
Current trade accounts and other accounts payable	29,426	11,459	3,551	4,743	988	339
Current accounts payable to Related Entities	211	52	-	-	-	-
Current provisions for employee benefits	3,349	3,436	-	1,774	-	112
Other non-current financial liabilities	119	-	6,889	-	23,469	-
Non-current lease liabilities	1,969	-	805	67	45,865	507
Non-current accounts payable with Related Entities	7,145	-	2,897	-	-	-
<b><u>Total Financial Liabilities</u></b>	<b><u>42,819</u></b>	<b><u>14,947</u></b>	<b><u>29,061</u></b>	<b><u>6,659</u></b>	<b><u>78,518</u></b>	<b><u>1,176</u></b>
<b>Net exposure as of December 31, 2020</b>	<b>(21,309)</b>	<b>1,793</b>	<b>12,594</b>	<b>3,530</b>	<b>(77,435)</b>	<b>1,586</b>

	<u>Chilean</u>			<u>Mexican</u>		
	<u>Pesos</u>	<u>Nuevo Sol</u>	<u>Euro</u>	<u>Pesos</u>	<u>Yuan</u>	<u>Others</u>
<b>As of December 31, 2019</b>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>
<b><u>Financial Assets</u></b>						
Cash and Cash Equivalents	1,053	4,816	6,164	538	924	1,517
Current trade debtors and other accounts receivable	15,537	24,344	20,222	4,575	3,416	1,718
Current accounts receivable with Related Entities	754	-	5,091	-	48	-
Non-current accounts receivable with Related Entities	-	-	4,417	-	-	-
<b><u>Total Financial Assets</u></b>	<b><u>17,344</u></b>	<b><u>29,160</u></b>	<b><u>35,894</u></b>	<b><u>5,113</u></b>	<b><u>4,388</u></b>	<b><u>3,235</u></b>
<b><u>Financial Liabilities</u></b>						
Other current financial liabilities	383	-	9,938	-	24	-
Current rent liabilities	288	-	416	250	-	85
Current trade accounts and other accounts payable	19,616	13,477	3,172	3,536	3,630	1,348
Current accounts payable to Related Entities	2,003	549	276	-	-	-
Current provisions for employee benefits	799	1,718	-	728	-	113
Other non-current financial liabilities	78	-	11,287	-	14,358	-
Non-current rent liabilities	2,130	-	978	506	-	176
Non-current accounts payable with Related Entities	1,122	-	4,662	-	-	-
<b><u>Total Financial Liabilities</u></b>	<b><u>26,419</u></b>	<b><u>15,744</u></b>	<b><u>30,729</u></b>	<b><u>5,020</u></b>	<b><u>18,012</u></b>	<b><u>1,722</u></b>
<b>Net exposure as of December 31, 2019</b>	<b><u>(9,075)</u></b>	<b><u>13,416</u></b>	<b><u>5,165</u></b>	<b><u>93</u></b>	<b><u>(13,624)</u></b>	<b><u>1,513</u></b>

### Effects of a potential change in the exchange rate in the monetary accounts of balance sheets

The potential net effect on financial assets and liabilities of a 10% devaluation of the United States dollar against all the other relevant currencies to which the Company is exposed, would be approximately ThUS\$7,924 (ThUS\$251 as of 2019), the aforementioned maintaining all the other variables constant. The calculation considers the Company's exposure in financial assets and liabilities denominated in currency different to the dollar.

	<u>Assets</u>	<u>Liabilities</u>	<u>Net</u>	<u>Net (10% Devaluation)</u>	<u>Variation</u>
<u>Currencies</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>
Chilean Peso	21,510	42,819	(21,309)	(19,178)	2,131
Nuevo Sol	16,740	14,947	1,793	1,614	(179)
Euro	41,655	29,061	12,594	11,335	(1,259)
Mexican Peso	10,189	6,659	3,530	3,177	(353)
Yuan	1,083	78,518	(77,435)	(69,692)	7,743
Others	2,762	1,176	1,586	1,427	(159)
<b>Total as of December 31, 2020</b>	<b><u>93,939</u></b>	<b><u>173,180</u></b>	<b><u>(79,241)</u></b>	<b><u>(71,317)</u></b>	<b><u>7,924</u></b>

	<u>Assets</u>	<u>Liabilities</u>	<u>Net</u>	<u>Net (10% Devaluation)</u>	<u>Variation</u>
<u>Currencies</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>
Chilean Peso	17,344	26,419	(9,075)	(8,168)	907
Nuevo Sol	29,160	15,744	13,416	12,074	(1,342)
Euro	35,894	30,729	5,165	4,649	(516)
Mexican Peso	5,113	5,020	93	84	(9)
Yuan	4,388	18,012	(13,624)	(12,262)	1,362
Others	3,235	1,722	1,513	1,362	(151)
<b>Total as of December 31, 2019</b>	<b><u>95,134</u></b>	<b><u>97,646</u></b>	<b><u>(2,512)</u></b>	<b><u>(2,261)</u></b>	<b><u>251</u></b>

#### **4.1.4 Interest Rate Risk**

The Hortifrut Group has its long-term financial liabilities linked to long term investments.

Long term liabilities are at fixed and variable rates and mostly in United States dollars to avoid cost variations and to be aligned with the Company's functional currency. Even though short-term financial liabilities, linked to temporary work capital are at a fixed rate, an exposure to fluctuations in the market rates at the moment of its contracting and/or renewal is experienced.

As of December 31, 2020 the debt at variable rate that Hortifrut had was ThUS\$334,785 (ThUS\$290,175 as of December 31, 2019), if this debt level is maintained for a one year term and the rate increased 10% today, the impact on the annual financial cost would be ThUS\$894 (ThUS\$915 as of December 31, 2019).

#### **4.2. Operating Risks**

Hortifrut's operating risks are administered by each corresponding management, in accordance with the norms and standards defined at a corporate level. Below is a detail of those that management considers to be of greater relevance:

##### **4.2.1 Contingencies/Pandemics at destination market or market of origin, which affect the production and commercialization cycle**

The Company faces the risk that the different areas of the organization may be affected by natural disasters, unexpected events (fires, terrorism) or pandemics, from production to commercialization.

Even though all governments consider the agricultural industry as an essential activity, the Company has the risk of seeing its operations affected at point of origin, affecting its fruit harvest or processing in a negative manner. The Company complies with the measures imposed by government organisms and global organizations. In the case of pandemics, due to the imminent possibility of contagion, frequent emergency committees are held, where the action plans are adjusted, and a constant monitoring of the operations is maintained, counting with different harvesting techniques at origin and packing options at the destination markets which allow to somewhat mitigate this risk.

Furthermore, there is the risk that the destination markets may not be able to receive the planned fruit, under expected conditions. To face this risk, the Company maintains fluid communication with the commercial platforms and continuously monitors its shipments, being able to re-destine part of the fruit to other markets when protocols and demand allow it. The aforementioned does not imply that the Company will not be affected by eventual contingencies at the destination markets.

##### **4.2.2 Genetic Development**

The lack of modern varieties of plants could affect the competitiveness of the business, both agricultural and export and trade. The Hortifrut Group currently counts with varietal development programs, maintaining in Chile and overseas strategic alliances with universities and companies dedicated to this sector, 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.

##### **4.2.3 Significant increase in Supply**

In the case of very significant increases in the planted hectares at a global level, a scenario of over-supply of berries could be generated, which would lead to a fall in prices at the destination markets. Nevertheless, at the main markets where Hortifrut operates we can still observe a great growth potential in the demand for berries, due to a combination of (i) a product with very positive health effects; (ii) the growing importance for healthy food that consumers seek and (iii) a still relatively low consumption of berries per capita.

#### **4.2.4 Intensification of 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 recognition, 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.

#### **4.2.5 Climatic Risks**

Climate is an external factor which is difficult to control, which can affect quality and cause variations in the volume of fruit available to commercialize during the year. Even though this risk is difficult to control, the Hortifrut Group is working towards a greater geographic diversification and invests in infrastructure to assure the availability of water and to face possible inclement weather, such as control of rain, frost and hail.

With the acquisition of Rocio Group's blueberries business, the Company's plantations in Peru reached 47.4% of total plantations as of December 31, 2020, increasing the exposure to climatic risk in that country. Nevertheless, the Company has other smaller plantations in South America, North America, Europe and Asia, which allow it to partially mitigate this risk.

#### **4.2.6 Plagues and Disease**

It is unavoidable for part of the 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 and/or performance, being able to affect appearance and post-harvest life of the fruit; in some cases this risk involves the application of quarantines in specific productive zones on behalf of the phytosanitary authorities of the countries where the fruit is destined.

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. The aforementioned does not imply that in the future the Company won't be affected by current or new plagues and/or disease.

From 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 at destination 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. Since the 2020/2021 seasons, the regions of Bio Bio and Ñuble have become part of an inspection process of their fruit and orchards (System approach) which allows for blueberries in these regions to be able to enter the USA without having to be fumigated.

#### **4.2.7 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 exceeded) 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 its 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.



#### **4.2.8 Risk of Availability of Human Resources**

Temporary workers are critical for fruit harvesting, Hortifrut has developed several initiatives to attract and maintain temporary workers from one season to the next. Furthermore, we hire through trade fairs and informative meetings organized with the participation of the municipalities corresponding to the area of each productive unit, for which a relationship of mutual collaboration with the community and the municipalities has been built. Due to the extension of operations in Peru, the human resources factor is particularly critical, especially in the peak production weeks. To assure the necessary number of collaborators for the harvest seasons, Hortifrut has implemented initiatives that encourage the loyalty of temporary collaborators and has developed attention channels.

#### **4.2.9 Continuity and Costs of Supplies and Services**

The development of Hortifrut's business involves a complex logistic where the opportune supply of quality supplies and services are fundamental to maintain competitiveness. As in all agricultural business, the availability of water is critical to assure the good result of the harvest, Hortifrut invests in infrastructure such as reservoirs and deep wells to partially mitigate this risk. 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. Nevertheless, it is not possible to discard that in the future, supply shortages could generate a discontinuity in the supply and/or higher costs at Hortifrut's plants. It is also important to consider eventual standstill at ports and transport companies in general, which could affect Hortifrut's performance if the events extend in time.

#### **4.2.10 Risk associated to New Technologies**

Hortifrut, in its varied entrepreneurship, throughout the world, is incorporating growing new technologies in the whole production process. The aforementioned involves risks associated to the lack of knowledge of all the involved behaviors. Even though most of its technologies are widely widespread in the world, there is still no extended history which allows to know beforehand all the adverse effects that could derive from it.

#### **4.2.11 Regulatory risks of origin and destination markets**

The Company, due to its production and export operations, as well as importing and sales in different countries, is exposed to different regulations applied at each of them and the potential changes that they could suffer.

To mitigate this risk, the Company maintains constant monitoring of the applicable regulations and their fulfilment, as well as potential changes that are under discussion. Also, the geographic diversity of the destination markets and productive operations, mitigates these risks by being able to destine fruit from different origins, fruit to different markets, taking into account the applicable regulations and safeguards.

An example of regulatory risk at origin was the derogation of the Agricultural Regime in Peru, which in the short term is translated into higher costs and an increase in the tax rate. An example of regulatory risk at destination was the investigation performed by the United States International Trade Commission (USITC), due to the petition of local blueberry producers. In this investigation we worked with lawyers, economists, producers from different origins and importers and we demonstrated that the importing of blueberries has generated a permanent availability of blueberries for the American consumer, thus benefitting the complete industry, including local producers. This was ratified by the pronouncement of the United States International Trade Commission in February 2021.

## 4.3 Insurance

The Hortifrut group has contracted insurance policies to cover exposure to the main financial and operational risks, considering that the coverage of these policies is adequate.

The main insurances contracted as of December 31, 2020 and 2019 are the following:

<u>COUNTRY</u>	<u>TYPE OF INSURANCE</u>	<u>CURRENCY</u>	31-Dec-20	31-Dec-19
			<u>COVERED AMOUNT</u>	<u>COVERED AMOUNT</u>
Chile	Infrastructure Fire	UF	1,595,352	1,583,352
Chile	Mobile Agricultural Equipment	UF	47,732	47,732
Chile	Motor Vehicles	UF	74,200	73,500
Chile	General and Product Civil Liability	USD	5,000,000	5,000,000
Chile	Maritime Transport	USD	7,000,000	7,000,000
Chile	Credit Insurance	USD	50,000,000	50,000,000
Chile	Fruit and Materials Insurance	USD	14,400,000	14,400,000
Chile	Terrorism	UF	500,000	500,000
Chile	Business Interruption	UF	1,227,000	1,227,000
USA	Product Civil Liability	USD	20,000,000	20,000,000
Mexico	Transporting of Load	USD	200,000/shipment	200,000/shipment
Mexico	Infrastructure Fire, Theft and Civil Liability	USD	48,000,000	48,000,000
Mexico	Motor Vehicles	USD	Commercial Value	Commercial Value
Spain	Motor Vehicles	EUR	Commercial Value / without limit	Commercial Value / without limit
Spain	Installations	EUR	350,000 per event	350,000 per event
Spain	Goods	EUR	50,000 por event	50,000 por event
Spain	Civil Liability	EUR	6,500,000	6,500,000
Spain	Credit Insurance	EUR	90% unpaid	90% unpaid
Peru	Fire	PEN	618,320	618,320
Peru	Motor Vehicles	USD	261,820	261,820

## 4.4. Risk of Estimations

### Effects of the valuation of fruit that grows on “bearer plants” due to changes in volume and price

As per what is established in IAS 41, agricultural products that grow on fruit bearer plants will remain within the scope of this standard, which must be measured at their fair value minus sale costs, recording the changes in valuation in result as the product grows.

Since this valuation corresponds to an estimation, it could vary when fruit sales are perfected, moment that said result was realized.

As of December 31, 2020, the expected margin of the Company’s fruit on bearer plants was recognized, for an amount that reaches ThUS\$649, which is presented in the income statement under Other revenue per function.

The estimation of this same concept recorded as of December 31, 2019 was for the value of ThUS\$1,401, which is presented in Other income per function.

Below we detail the effect that a 10% decrease in price and volume would have on said margin:

Company	Fair value adjustment as of 12/31/2020 (ThUS\$)	10% Reduction Volume (ThUS\$)	10% Reduction Price (ThUS\$)	10% Reduction Volume and Price (ThUS\$)
Honghe Jiayu Agriculture Limited	649	584	513	461
<b>Total</b>	<b>649</b>	<b>584</b>	<b>513</b>	<b>461</b>

As of December 31, 2020, the other agricultural societies did not present relevant amounts for this calculation, being outside the adjustment as per what is established in Hortifrut's policy (See note 3.4).

Company	Fair value adjustment as of 12/31/2019 (ThUS\$)	10% Reduction Volume (ThUS\$)	10% Reduction Price (ThUS\$)	10% Reduction Volume and Price (ThUS\$)
Hortifrut Tal S.A.C.	27	25	15	14
Hortifrut Perú S.A.C.	718	646	469	422
Berries de Chao S.A.C.	105	95	63	56
HFE Berries Perú S.A.	8	7	(51)	(46)
Agrícola el Avellano S.A.	6	6	(47)	(42)
Agrícola Vida Nueva S.A.	125	112	(31)	(28)
Agrícola Santa Rosa S.A.	107	96	30	27
Agrícola Hortifrut S.A.	173	155	(163)	(147)
Hortifrut ABA S.A de C.V	132	114	58	53
<b>Total</b>	<b>1,401</b>	<b>1,256</b>	<b>343</b>	<b>309</b>

#### 4.5 Risk associated to Merger and Purchase process

Due to the global character of its business and the Company's intention to remain among the main global participants in the production and commercialization of berries and other fruits, Hortifrut has materialized different purchase and/or merger processes in the past and could materialize other similar transactions in the future. Both the Company and the acquired companies or assets are exposed to potential financial, operational and other previously described risks.

To mitigate these risks, the Company continuously monitors the potential effects that merger and/or acquisition processes could have on its financial ratios, both at results and balance level, in order to be able to take opportune actions to remain within the thresholds permitted by the financing contracts.

Regardless of the fact that to date Hortifrut has not had any problems in relation to its merger and purchase processes, it is important to bear in mind that this fact does not guarantee that in the future, Hortifrut may be exposed to this risk.

#### NOTE 5 – CHANGES IN ACCOUNTING POLICIES

During the period ending December 31, 2020, no changes in the Company's accounting policies have been realized.

## NOTE 6 – OPERATING SEGMENTS

The Company reports financial information per segments as per what is established in IFRS 8 “Operating Segments”. Said norm establishes standards for the reporting of information per segments in the financial statements, as well as revelations regarding products and services, geographical areas and main customers. An operating segment is defined as a component of an entity over which separate financial information is obtained, which is regularly evaluated by upper management to make decisions regarding the assigning of resources and the evaluation of results.

The performance of the segments is evaluated via the Operating Result (excluding impairment in Property, plant and equipment), by sale volume and income, as per the following formula:

### Calculating Operating Margin:

+ Operating revenue  
+ Other revenue, per function  
= Total revenue

### **Minus:**

- Sales cost  
- Administrative expenses  
- Other expenses, per function, excluding the impairment of value in Property, plant and equipment  
= Total costs

The Group divides the financial information per business unit, identifying the following segments:

- a) “Fresh Fruit” Added Segment
  - a. Blueberries
  - b. Raspberries
  - c. Blackberries
  - d. Strawberries
  - e. Cherries
- b) “Value Added Products” Segment

## 6.1 Results per segments

Results per segments						
	Fresh Fruit		Value Added Products		Total	
	12/31/2020 ThUS\$	12/31/2019 ThUS\$	12/31/2020 ThUS\$	12/31/2019 ThUS\$	12/31/2020 ThUS\$	12/31/2019 ThUS\$
<b>Operating Results</b>						
Operating Revenue	649,192	547,702	39,635	32,736	688,827	580,438
Operating Costs and Expenses	(539,445)	(506,514)	(36,217)	(29,136)	(575,662)	(535,650)
<b>Other Results per Segments</b>						
Impairment in value of assets	(13,724)	(1,747)	-	-	(13,724)	(1,747)
Other profit (loss)	(558)	(1,759)	-	-	(558)	(1,759)
Net financial income (expense)	(21,657)	(24,186)	(13)	(95)	(21,670)	(24,281)
Interest in profit (loss) of associates	(114)	(5,625)	-	-	(114)	(5,625)
Exchange rate difference	(642)	247	-	-	(642)	247
Gains tax expense	(11,220)	(15)	(919)	(905)	(12,139)	(920)
	<b>61,832</b>	<b>8,103</b>	<b>2,486</b>	<b>2,600</b>	<b>64,318</b>	<b>10,703</b>

## 6.2 Results of the operation per segments

The results of the operation per segments as of the periods and quarters ending December 31, 2020 and 2019, are the following:

Segments	31-Dec-20			31-Dec-19		
	Total Revenue	Total costs and expenses	Operating Result	Total Revenue	Total costs and expenses	Operating Result
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
<b>Fresh Fruit</b>	<b>649,192</b>	<b>(539,445)</b>	<b>109,747</b>	<b>547,702</b>	<b>(506,514)</b>	<b>41,188</b>
Blueberries	583,521	(481,703)	101,818	508,523	(468,402)	40,121
Raspberries	46,557	(40,181)	6,376	16,236	(15,292)	944
Blackberries	11,004	(10,077)	927	13,574	(13,240)	334
Strawberries	2,433	(3,163)	(730)	3,599	(4,751)	(1,152)
Cherries	5,677	(4,321)	1,356	5,770	(4,829)	941
<b>Value Added Products</b>	<b>39,635</b>	<b>(36,217)</b>	<b>3,418</b>	<b>32,736</b>	<b>(29,136)</b>	<b>3,600</b>
Value added products	39,635	(36,217)	3,418	32,736	(29,136)	3,600
<b>Total</b>	<b>688,827</b>	<b>(575,662)</b>	<b>113,165</b>	<b>580,438</b>	<b>(535,650)</b>	<b>44,788</b>

### Calculating Total Revenue

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>TOTAL REVENUE</b>		
Revenue from operating activities	683,366	576,045
Other revenue, per function	5,461	4,393
<b>Total Revenue</b>	<b>688,827</b>	<b>580,438</b>

### Calculating Total Costs and Expenses

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>TOTAL COSTS AND EXPENSES</b>		
Cost of sales	516,928	475,881
Administration expenses	53,211	47,334
Other expenses, per function, excluding impairment in the value of assets (*)	5,523	12,435
<b>Total Costos y Gastos</b>	<b>575,662</b>	<b>535,650</b>

### Results not assignable to the segments:

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>(*) Impairment in the value of assets</b>		
Impairment in the value of assest	(13,724)	(1,747)
<b>Total</b>	<b>(13,724)</b>	<b>(1,747)</b>

### 6.3. Assets and liabilities per segments

Balance per segments						
	Fresh Fruit		Value Added Products		Total	
	12/31/2020 ThUS\$	12/31/2019 ThUS\$	12/31/2020 ThUS\$	12/31/2019 ThUS\$	12/31/2020 ThUS\$	12/31/2019 ThUS\$
<b>Assets</b>						
Related and third party trade debtors	154,283	152,158	4,085	7,139	158,368	159,297
Inventories	61,643	67,362	14,365	3,219	76,008	70,581
Other current assets	109,224	78,229	25,739	-	134,963	78,229
Property, Plant and Equipment	813,902	791,260	28,531	12,103	842,433	803,363
Other non-current assets	306,328	228,140	-	194	306,328	228,334
<b>Total Assets</b>	<b>1,445,380</b>	<b>1,317,149</b>	<b>72,720</b>	<b>22,655</b>	<b>1,518,100</b>	<b>1,339,804</b>
<b>Liabilities</b>						
Related and third party trade accounts payable	96,850	81,350	13,998	796	110,848	82,146
Other current and non-current financial liabilities	487,097	487,416	2,765	3,500	489,862	490,916
Other Liabilities	189,929	108,626	-	-	189,929	108,626
<b>Total Liabilities</b>	<b>773,876</b>	<b>677,392</b>	<b>16,763</b>	<b>4,296</b>	<b>790,639</b>	<b>681,688</b>

Within the other financial liabilities, current and non-current, corresponding to the Value-Added Products segment, financing directly related to Property, plant and equipment in Leasing of said segment has been individualized, as well as financing associated to the required work capital.

### 6.4. Cash flows per segments

Cash flows per segments						
	Fresh Fruit		Value Added Products		Total	
	12/31/2020 ThUS\$	12/31/2019 ThUS\$	12/31/2020 ThUS\$	12/31/2019 ThUS\$	12/31/2020 ThUS\$	12/31/2019 ThUS\$
From operating activities	157,585	35,857	7,596	(3,348)	165,181	32,509
- Types of collection from operating activities	654,861	516,540	42,689	28,169	697,550	544,709
- Types of payments	(497,276)	(480,683)	(35,093)	(31,517)	(532,369)	(512,200)
From investment activities	(135,207)	(142,417)	35,194	(534)	(100,013)	(142,951)
From financing activities	(3,593)	86,931	(180)	14,103	(3,773)	101,034



## Sales per Geographic Location:

The information of net sales per geographic location is based on the destination continent where our products are consumed (North America – South America -Europe - Asia).

For the periods ending December 31, 2020 and 2019, operating income per geographic location is as follows:

<b>Sales per geographic destination</b>	<b>31-Dec-20</b>		<b>31-Dec-19</b>	
	<b>ThUS\$</b>	<b>%</b>	<b>ThUS\$</b>	<b>%</b>
North America	365,137	53.01%	318,173	54.82%
Europe	187,724	27.25%	167,662	28.89%
South America	52,552	7.63%	39,977	6.89%
Asia and others	83,414	12.11%	54,626	9.40%
<b>Total Revenue</b>	<b>688,827</b>	<b>100.00%</b>	<b>580,438</b>	<b>100.00%</b>

### **North America**

In North America, through its subsidiary Hortifrut Imports Inc., the Company is associated with three of the largest berries producers: Michigan Blueberry Growers Association, Naturipe Berry Growers and Munger Brothers, to together commercialize under the brand Naturipe, during the 52 weeks of the year.

Through Hortifrut Imports Inc., it supplies a wide mix of conventional and organic berries to all of the United States and Canada during the whole year.

The commercializing is mainly performed through the Retail and Foodservice channels, reaching the main supermarkets in the country. Naturipe Farms is recognized as one of the main berries brands in the United States and is present in one of the main fruit categories and with the highest growth.

### **Europe**

Hortifrut S.A. is present in the European continent through Euroberry Marketing S.A. (Spain), Euroberry UK Ltd. (England) and Euroberry GmbH. (Germany), directly participating in the commercializing, production, third party sourcing and distribution centers. Together with its partner Atlantic Blue, the largest producer of blueberries in Spain, it now maintains a year-round offer with the brands “Southern Sun” and “Berry Collection” in continental Europe and the United Kingdom.

Our customers are the main wholesalers and supermarkets of the largest countries in Europe, with a wide atomization of customers.

### **Latin America**

Hortifrut is present in Latin America with commercial offices to attend to and develop the internal markets of Brazil, Chile, Peru and Colombia.

We entered the Colombian market during 2020, with the objective of continuing to develop and strengthen the Berries global industry, not only focused on the internal market, but also the creation of an export platform from where Hortifrut started exporting to Europe and it is expected that during 2021 it will start exporting to North America and Asia. With this, new export destinations were incorporated in Central America, such as Costa Rica and Panama.

Also, in 2020 HF Latam launched its e-commerce channel ([www.berryhouse.cl](http://www.berryhouse.cl) / [www.berryhouse.com.br](http://www.berryhouse.com.br)) and forecasts the launching of on-line sales for its subsidiaries in Colombia and Peru at the start of 2021. In this manner, Hortifrut is not only providing a new sales channel for its consumers, direct from the field to their home with a fresher product, but also the first step towards the transformation process to make it an omni-channel platform.



HF Latam's objective is to maintain sustained growth, producing and commercializing, every day of the year, the best Berries in the market. For this it attends to its retail customers (such as Cencosud, Tottus, Walmart and Grupo Éxito, among other large regional retailers) and customers such as restaurants, hotels and local shops, traditional channels that, by including e-commerce, optimize the experience of customers and consumers, regardless of the channel of their preference, thus guaranteeing their satisfaction as per their needs.

As an integrated company from genetics to the final customer, HF Latam counts with agricultural business and the obtaining of fruit from third party producers in the four countries where it is present, with production of Blueberries, Strawberries, Blackberries and Raspberries, maintaining the highest quality and food safety standards, and following the most demanding international regulations.

## **Asia**

In Asia, Middle East and new markets with recent access to phytosanitary protocols, such as India and Israel, Hortifrut reached a relevant market participation due to the work of a specialized commercial team, which aims to supply the best customers from different origins, thus covering the demand of these Oriental countries.

In China, during 2020, the Company managed to supply Blueberries to millions of consumers nearly the whole year, both with local production and imported fruit. Local production comes from Hortifrut's own genetics, which have been planted at its fields in the Province of Yunnan, operation that covers the early window that goes from December to June, while fruit exported from Peru and Chile covers the wide period from July to February of each season.

During 2019, the Company managed to supply Blueberries to the Chinese Asian giant during most of the year with imported fruit supply from Peru and Chile, covering a sales window from August to March, complemented with its local Blueberries production in the province of Yunnan, China, from where best quality Blueberries were produced, using Hortifrut's genetics, from February to May.

In addition to China, Hortifrut strengthens its growth in other Asian markets such as South Korea, Taiwan, Japan and Hong Kong, where the Company's customers are attended to under the brands Naturipe®, Berry Collection and Southern Sun. At the same time, progress has been made in the development of business in South East Asia, Middle East and Israel.

As a complement to the Blueberries offer within the Asian market, the Company continues to grow in the production and harvesting of Cherries, a very desired product within China and the rest of the Asian markets. Hortifrut has been able to increase the commercialized volume of this fruit over 100% during this 2020-2021 season, being able to supply all the Asian customers with high quality Cherries, participating in the commercial programs of the most demanding customers in China, such as Costco and Aldi. With these good results, the Company expects to continue consolidating this product as one of the main pillars of its commercial platform in Asia, increasing its market participation and being a leader in the industry as it is in Berries.

## NOTE 7 – FINANCIAL INSTRUMENTS

### 7.1. FINANCIAL INSTRUMENTS PER CATEGORY

Assets	Financial assets and accounts receivable ThUS\$	Assets at fair value through profit or loss ThUS\$	Hedging instruments ThUS\$	Total ThUS\$
<b>December 31, 2020</b>				
Cash and cash equivalents	69,700	31,937	-	101,637
Other current financial assets	-	69	1,737	1,806
Current trade debtors and other accounts receivable	99,165	-	-	99,165
Current accounts receivable with related entities	59,203	-	-	59,203
Other non-current financial assets	-	-	3,145	3,145
Non-current accounts receivable with related entities	5,026	-	-	5,026
Non-current fees receivable	2,820	-	-	2,820
<b>Total</b>	<b>235,914</b>	<b>32,006</b>	<b>4,882</b>	<b>272,802</b>

Liabilities	Other financial liabilities ThUS\$	Liabilities at fair value through profit or loss ThUS\$	Hedging instruments ThUS\$	Total ThUS\$
<b>December 31, 2020</b>				
Current trade accounts and other accounts payable	108,769	-	-	108,769
Current accounts payable to related entities	2,079	-	-	2,079
Non-current accounts payable to related entities	10,782	-	-	10,782
Other current financial liabilities	110,937	-	289	111,226
Current lease liabilities	8,408	-	-	8,408
Other non-current accounts payable	6,711	-	-	6,711
Other non-current financial liabilities	373,803	-	4,833	378,636
Non-current lease liabilities	62,972	-	-	62,972
<b>Total</b>	<b>684,461</b>	<b>-</b>	<b>5,122</b>	<b>689,583</b>

Assets	Financial assets and accounts receivable ThUS\$	Assets at fair value through profit or loss ThUS\$	Hedging instruments ThUS\$	Total ThUS\$
<b>December 31, 2019</b>				
Cash and cash equivalents	36,991	5,011	-	42,002
Current trade debtors and other accounts receivable	97,066	-	-	97,066
Current accounts receivable with related entities	62,231	-	-	62,231
Other non-current financial assets	-	-	755	755
Non-current accounts receivable with related entities	4,417	-	-	4,417
Non-current fees receivable	2,960	-	-	2,960
<b>Total</b>	<b>203,665</b>	<b>5,011</b>	<b>755</b>	<b>209,431</b>

Liabilities	Other financial liabilities ThUS\$	Liabilities at fair value through profit or loss ThUS\$	Hedging instruments ThUS\$	Total ThUS\$
<b>December 31, 2019</b>				
Current trade accounts and other accounts payable	78,798	-	-	78,798
Current accounts payable to related entities	3,348	-	-	3,348
Non-current accounts payable to related entities	5,784	-	-	5,784
Other current financial liabilities	172,943	-	3,402	176,345
Current lease liabilities	10,614	-	-	10,614
Other non-current accounts payable	6,506	-	-	6,506
Other non-current financial liabilities	275,538	-	3,986	279,524
Non-current lease liabilities	24,433	-	-	24,433
<b>Total</b>	<b>577,964</b>	<b>-</b>	<b>7,388</b>	<b>585,352</b>

## 7.2 CREDITWORTHINESS OF FINANCIAL ASSETS

Within the financial assets that the Company has, these can be mainly classified into two large groups i) Commercial Credits with Customers, which to measure their risk level are classified according to the age of the debt and provisions are made for bad debt, and ii) Financial investments performed by the Company in accordance with the criteria indicated in Note 4.1.1:

<b>Current Assets</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
Mutual Funds and term deposits AA+fm/M1 classification	31,937	5,011
Current Bank Accounts AAA	69,700	36,991
<b>Sub-total Cash and Cash Equivalents</b>	<b>101,637</b>	<b>42,002</b>
Swap rate Operations	-	-
Forwards currency operations	1,737	-
Hedging operations - options	-	-
Other financial assets	69	-
<b>Total other current financial assets</b>	<b>1,806</b>	<b>-</b>
Trade debtors and other accounts receivable without credit rating	99,165	97,066
<b>Sub-total current trade debtors and other accounts receivable</b>	<b>99,165</b>	<b>97,066</b>
<b>Total</b>	<b>202,608</b>	<b>139,068</b>

None of the financial assets pending maturity have been the object of renegotiation during the period.

There are no significant matured financial assets as of the closing of the period which have not been duly provisioned.

## 7.3 ESTIMATING FAIR VALUE

Financial assets recorded at fair value in the consolidated statement of financial position, have been measured based on the methods stated in IFRS 13. For the application of criteria when determining the fair value of the financial assets, the following parameters have been considered:

Level I: Values or quotation prices in active markets for identical assets and liabilities.

Level II: Information from sources that differ from the Level I quotation values, but that can be observed in markets for the assets and liabilities, whether it is in a direct manner (prices) or indirect (derived from prices).

Level III: Information for assets or liabilities not based on observable market data.

- If the variables used to measure the fair value of an asset or liability can be classified in different levels of the fair value hierarchy, then the measurement of fair value is classified in its totality at the same level of fair value hierarchy as the lowest level which is significant for the total measurement.
- The Company recognizes the transfer between the levels of hierarchy of fair value at the end of the period which is being informed when the change occurred.

These estimations have been made based on the best information available on the date of issuance of the current consolidated financial statements, but it is possible that events that could take place in the future could force these to be modified in future periods, which would be done in a prospective manner, recognizing the effects of change in estimation in the corresponding future consolidated financial statements.

The following table presents the financial assets and liabilities that are measured at fair value as of December 31, 2020 and 2019:

<u>Assets/(Liabilities)</u>	Fair value 31/12/2020 ThUS\$	Fair value measurements using values considered as		
		Level I ThUS\$	Level II ThUS\$	Level III ThUS\$
<u>Assets</u>				
Short term mutual funds	31,937	31,937	-	-
Forwards currency operations	1,737	-	1,737	-
Other financial assets	69	-	69	-
Non-current forwards currency operations	806	-	806	-
Other non-current financial assets	1,478	-	1,478	-
Non-current Cross Currency Swap operations	861	-	861	-
<u>Liabilities</u>				
Forwards currency operations	(289)	-	(289)	-
Non-Current Cross Currency Swap Operations	(4,833)	-	(4,833)	-

<u>Assets/(Liabilities)</u>	Fair value 31/12/2019	Fair value measurements using values considered as		
		Level I	Level II	Level III
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
<u>Assets</u>				
Short term mutual funds	5,011	5,011	-	-
Forwards currency operations - non-current	749	-	749	-
Non-current Cross Currency Swap operations	6	-	6	-
<u>Liabilities</u>				
Forwards currency operations	(3,247)	-	(3,247)	-
Current Cross Currency Swap operations	(155)	-	(155)	-
Non-current forwards currency operations	(1,062)	-	(1,062)	-
Non-current Cross Currency Swap operations	(2,924)	-	(2,924)	-



## 7.4 INFORMATIVE FAIR VALUE OF FINANCIAL INSTRUMENTS

The following table shows fair values, based on financial instrument categories, compared with the current and non-current book value included in the consolidated statements of financial position:

		31-Dec-20		31-Dec-19	
	Notes	Book value ThUS\$	Fair value ThUS\$	Book value ThUS\$	Fair value ThUS\$
<b>Assets</b>					
Cash and cash equivalents	8				
Bank balance		47,696	47,696	33,349	33,349
Term deposit		22,004	22,004	3,642	3,642
Mutual funds		31,937	31,937	5,011	5,011
Other current financial assets	9	1,806	1,806	-	-
Current trade debtors and other accounts receivable and non-current fees receivable	10	101,985	101,985	100,026	100,026
Current accounts receivable from related entities	11	59,203	59,203	62,231	62,231
Other non-current financial assets	9	3,145	3,145	755	755
Non-current accounts receivable from related entities	11	5,026	5,026	4,417	4,417
<b>Liabilities</b>					
Other current financial liabilities	23	111,226	111,226	176,345	176,345
Other non-current financial liabilities	23	378,636	378,636	279,524	279,524
Current lease liabilities	24	8,408	8,408	10,614	10,614
Non-current lease liabilities	24	62,972	62,972	24,433	24,433
Current trade accounts and other accounts payable	25	108,769	108,769	78,798	78,798
Other non-current accounts payable	25	6,711	6,711	6,506	6,506
Current accounts payable to related entities	11	2,079	2,079	3,348	3,348
Non-current accounts payable to related entities	11	10,782	10,782	5,784	5,784

The book value of current accounts receivable, cash and cash equivalents, and other financial assets and liabilities is close to the fair value because of the short-term nature of these instruments and for accounts receivable, because any loss due to recoverability is already reflected in the loss due to impairment provisions. The fair value of non-derivative financial assets and liabilities, without quotations on active markets, is estimated via the use of discounted cash flows calculated over market variables that can be observed on the date of the financial statements. The fair value of the derivative instruments is estimated via the future discount cash flows, determined based on information that can be observed in the market or over variables and prices obtained from third parties.



## NOTE 8 - CASH AND CASH EQUIVALENTS

Cash and cash equivalents correspond to money balances held in current bank accounts, term deposits and other financial investments with a maturity of less than 90 days, which do not have restrictions of use.

The detail of cash and cash equivalents as of December 31, 2020 and 2019, is as follows:

Types of Cash and Cash Equivalents	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
Bank balances	47,696	33,349
Term deposits	22,004	3,642
Mutual funds	31,937	5,011
<b>Total cash and cash equivalents</b>	<b>101,637</b>	<b>42,002</b>

The detail per currency of cash and cash equivalents as of December 31, 2020 and 2019, is as follows:

Type of currency	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
United States Dollar	86,983	26,990
Chilean Peso	2,346	1,053
Euro	6,767	6,164
Mexican Peso	441	538
Pound	102	93
Brazilian Real	594	1,415
Peruvian Nuevo Sol	3,286	4,816
Yuan	913	924
Argentine Peso / Colombian Peso	205	9
<b>Total</b>	<b>101,637</b>	<b>42,002</b>

The detail of term deposits per banks as of December 31, 2020 and 2019, is as follows:

Investments in term deposits	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
Banco de Chile	12,000	-
Banco Banco Credito e Inversiones	10,004	-
Banco de Crédito del Perú	-	3,642
<b>Total investments in term deposits</b>	<b>22,004</b>	<b>3,642</b>

The detail of mutual funds per bank as of December 31, 2020 and 2019, is as follows:

Investments in mutual funds	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
Banco Crédito e Inversiones	18,877	2,716
Banco Santander	1,381	923
Banco Scotiabank	6,877	-
Fondo Sura del Perú	4,212	-
Bancolombia	20	-
Itaú - Brazil	570	1,372
<b>Total investments in mutual funds</b>	<b>31,937</b>	<b>5,011</b>

Mutual fund units are fixed income and are recorded at the market value through the unit value at the closing of each period.

## NOTE 9 - OTHER CURRENT AND NON-CURRENT FINANCIAL ASSETS

These assets represent the effects of currency forwards instruments used to cover the potential financial risk associated to the volatility of costs and expenses to be incurred in currencies different to the United States dollar in the agriculture and export business (see Note 4.1.3).

The detail of Other financial assets as of December 31, 2020 and 2019, is as follows:

<b>Current</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
Forward currency operations	1,737	-
Other financial assets	69	-
<b>Total other current financial assets</b>	<b>1,806</b>	<b>-</b>
<b>Non-Current</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
Swap Operations	861	6
Forward currency operations	806	749
Banco Scotiabank term deposit	1,478	-
<b>Total other non-current financial assets</b>	<b>3,145</b>	<b>755</b>

As of December 31, 2020 and 2019, there are no ineffective hedging instruments recognized in the Company's results, which arise from the aforementioned hedging of derivative operations.

a) The detail of the current and non-current swap operations, held by Hortifrut S.A. and subsidiaries is:

<u>ASSETS</u>						
Hedging instruments						
				Mark to Market Value		
Company/Subsidiary	Banks	Instruments	Type	Capital	31-Dec-20	31-Dec-19
				ThUS\$	ThUS\$	ThUS\$
Hortifrut S.A.	Banco Scotiabank	Cross Currency Swaps Bonds A- UF/USD	Currency	40,363	439	-
Hortifrut S.A.	Banco Scotiabank	Cross Currency Swaps Bonds B- UF/USD	Currency	50,454	422	-
Hortifrut Chile S.A.	Crédito e Inversiones	Cross Currency Swaps - USD	Rate	-	-	6
	Total non-current			90,817	861	6



- b) Hortifrut S.A. and subsidiaries recorded forward financial assets, the details of the forward operations in financial assets, as of December 31, 2020 and 2019 are the following:

										Mark to Market						
										Maturity up						
		Contract	Fees		Liabilities	Closing Value	Net Effect	Maturity up to				Total Current	to		Total Non-Current	
Company	Bank	Type	Type	Currency	Amount	Currency	Amount	Offsetting	1 to 3	3 to 6	6 to 9	9 to 12	12/31/2020	1 to 2	2 to 3	12/31/2020
					ThUS\$		ThUS\$	ThUS\$	months	months	months	months		ThUS\$	years	
Agrícola Mataquito SA	BCI	Offsetting	Sale	USD	340	CLP	381	41	-	-	13	27	40	25	-	25
Agrícola Santa Rosa Del Parque S.A	BCI	Offsetting	Sale	USD	140	CLP	157	17	-	-	4	13	17	17	-	17
Agrícola Vida Nueva S.A.	Santander	Offsetting	Sale	USD	110	CLP	123	13	-	-	5	8	13	27	-	27
Agrícola Vida Nueva S.A.	Credicorp Capital	Offsetting	Sale	USD	306	CLP	331	25	23	2	-	-	25	-	-	-
Agrícola El Avellano S.A.	Santander	Offsetting	Sale	USD	215	CLP	228	13	12	1	-	-	13	-	-	-
Agrícola El Pampino S.A.	Santander	Offsetting	Sale	USD	323	CLP	342	19	19	-	-	-	19	-	-	-
Hortifrut Chile S.A.	Scotiabank	Offsetting	Sale	USD	9,986	CLP	11,061	1,075	448	246	164	259	1,117	480	-	480
Hortifrut Chile S.A.	Scotiabank	Offsetting	Purchase	USD	870	EUR	875	5	9	-	-	-	9	-	-	-
Hortifrut S.A.	Scotiabank	Offsetting	Sale	USD	3,853	CLP	4,318	465	256	40	63	123	482	257	-	257
Hortifrut S.A.	Itaú Corpbanca	Offsetting	Sale	USD	837	CLP	839	2	2	-	-	-	2	-	-	-
Total		31-Dec-20			16,980		18,655	1,675	769	289	249	430	1,737	806	-	806

										Mark to Market						
										Maturity up						
		Contract	Fees	Liabilities		Closing Value	Net Effect	Maturity up to				Total Current	to		Total Non-Curren	
Company	Bank	Type	Type	Currency	Amount	Currency	Amount	Offsetting	1 to 3	3 to 6	6 to 9	9 to 12	12/31/2019	1 to 2	2 to 3	12/31/2019
					ThUS\$	ThUS\$	ThUS\$	months	months	months	months	ThUS\$		years	years	
					ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$				
Agrícola Mataquito SA	BCI	Offsetting	Sale	USD	550	CLP	585	35	-	-	-	-	-	20	11	31
Agrícola Santa Rosa Del Parque S.A	BCI	Offsetting	Sale	USD	280	CLP	300	20	-	-	-	-	-	10	10	20
Agrícola Vida Nueva S.A.	BCI	Offsetting	Sale	USD	340	CLP	362	22	-	-	-	-	-	7	15	22
Hortifrut Chile S.A.	Scotiabank	Offsetting	Sale	USD	6,810	CLP	7,300	490	-	-	-	-	-	218	248	466
Hortifrut S.A.	Scotiabank	Offsetting	Sale	USD	3,650	CLP	3,874	224	-	-	-	-	-	87	123	210
Total	31-Dec-19				11,630		12,421	791	-	-	-	-	-	342	407	749

Type of fees from the company's perspective.

# **NOTE 10 – TRADE DEBTORS AND OTHER CURRENT ACCOUNTS RECEIVABLE/NON-CURRENT FEES RECEIVABLE**

The detail of trade debtors and other accounts receivable as of December 31, 2020 and 2019, is as follows:

31-Dec-20						
Current per country of origin	Sales ThUS\$	Receivable documents ThUS\$	Other receivables ThUS\$	Recoverable taxes ThUS\$	Allowances for doubtful accounts ThUS\$	Total ThUS\$
Chile	19,544	3,262	6,452	8,285	(1,209)	36,334
Spain	21,909	-	688	639	(496)	22,740
Mexico	401	-	11,730	8,747	(2,036)	18,842
United States	36	-	40	-	-	76
Brazil	695	-	68	-	(27)	736
Argentina	-	-	1,123	-	-	1,123
Asia	170	-	-	-	-	170
Peru	7,327	-	1,828	10,409	(420)	19,144
<b>Total</b>	<b>50,082</b>	<b>3,262</b>	<b>21,929</b>	<b>28,080</b>	<b>(4,188)</b>	<b>99,165</b>
31-Dec-19						
Current per country of origin	Sales ThUS\$	Receivable documents ThUS\$	Other receivables ThUS\$	Recoverable taxes ThUS\$	Allowances for doubtful accounts ThUS\$	Total ThUS\$
Chile	10,569	3,522	1,868	4,247	(839)	19,367
Spain	34,215	-	48	699	(307)	34,655
Mexico	540	-	10,913	1,668	(1,675)	11,446
United States	-	-	24	-	-	24
Brazil	1,096	-	119	-	-	1,215
Argentina	-	-	177	-	-	177
Asia	3,416	-	-	-	-	3,416
Peru	2,939	-	1,354	22,781	(308)	26,766
<b>Total</b>	<b>52,775</b>	<b>3,522</b>	<b>14,503</b>	<b>29,395</b>	<b>(3,129)</b>	<b>97,066</b>

The concept receivable Others, mainly corresponds to advanced payments to producers (which will be liquidated within the season) and suppliers. The provision corresponds to the impairment of trade debtors and other accounts receivable.

The detail of non-current fees receivable as of December 31, 2020 and 2019, is as follows:

Non-Current	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
Non-current debtors and accounts receivable	2,120	2,146
Other non-current fees receivable	587	637
Recoverable taxes	126	183
Bad debt provision	(13)	(6)
<b>Total non-current fees receivable</b>	<b>2,820</b>	<b>2,960</b>

The detail of recoverable taxes, presented in other current accounts receivable are as follows:

	31-Dec-20	31-Dec-19
Tax receivable accounts	ThUS\$	ThUS\$
Iva (VAT) tax credit	25,464	28,564
Other recoverable taxes	2,616	831
<b>Total</b>	<b>28,080</b>	<b>29,395</b>

The fair value of trade debtors and other accounts receivable does not differ from its book value.

### Stratification of the portfolio

The Company does not keep a securitized portfolio as of December 31, 2020 and 2019. Below is the analysis by age of trade debts and accounts receivable:

Terms	31-Dec-20		31-Dec-19	
	NON SECURITIZED PORTFOLIO		NON SECURITIZED PORTFOLIO	
	Customers non-renegotiated portfolio	Amount non-renegotiated portfolio	Customers non-renegotiated portfolio	Amount non-renegotiated portfolio
	Nº	ThUS\$	Nº	ThUS\$
Non past due	253	47,865	646	54,734
From 1-30 days	143	5,821	110	1,460
From 31-60 days	12	769	41	439
From 61-90 days	6	218	24	989
From 91-120 days	-	-	11	7
From 121-150 days	2	223	26	192
From 151 - 180 days	3	3	41	36
From 181 - 210 days	2	5	6	292
From 211 - 250 days	8	264	9	120
Over 250 days	37	296	57	174
<b>Total</b>	<b>466</b>	<b>55,464</b>	<b>971</b>	<b>58,443</b>
<b>Provision</b>		(2,000)		(890)
<b>Total (net)</b>		<b>53,464</b>		<b>57,553</b>

The stratification of the portfolio includes Sales debtors, Notes receivable, non-current debtors in the item non-current accounts receivable.

The analysis of future maturities (future flows) of these accounts is as follows:

<b>Terms</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
Non past due	14,870	4,243
From 1 - 30 days	24,900	46,887
From 31-60 days	29,904	19,419
From 61-90 days	16,766	263
From 91-120 days	3,292	781
From 121-150 days	1,419	1,898
From 151 - 180 days	1,717	6,629
From 181 - 210 days	2,556	604
From 211 - 250 days	1,952	23
Over 250 days	1,789	16,319
<b>Total</b>	<b>99,165</b>	<b>97,066</b>

Balances of currencies that make-up trade debtors and other current accounts receivable as of December 31, 2020 and December 31, 2019, are as follows:

<b>Type of currency</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
United States Dollar	31,649	27,254
Chilean Peso	19,154	15,537
Euro	23,129	20,222
Pound	3	330
Mexican Peso	9,748	4,575
Argentine Peso	1,123	177
Brazilian Real	735	1,211
Yuan	170	3,416
Peruvian Nuevo Sol	13,454	24,344
<b>Total</b>	<b>99,165</b>	<b>97,066</b>

The maximum exposure to credit risk as of the date of presentation of the information is the book value of each of the aforementioned accounts receivable categories.

	<b>As of December 31, 2020</b>			<b>As of December 31, 2019</b>		
	<b>Gross exposure as per balance</b>	<b>Gross impaired exposure</b>	<b>Net exposure concentration of risk</b>	<b>Gross exposure as per balance</b>	<b>Gross impaired exposure</b>	<b>Net exposure concentration of risk</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Trade Debtors	50,082	(1,634)	48,448	52,775	(722)	52,053
Notes receivable	3,262	(365)	2,897	3,522	(168)	3,354
Other accounts receivable	21,929	(2,189)	19,740	14,503	(2,239)	12,264
Recoverable Taxes	28,080	-	28,080	29,395	-	29,395
<b>Total</b>	<b>103,353</b>	<b>(4,188)</b>	<b>99,165</b>	<b>100,195</b>	<b>(3,129)</b>	<b>97,066</b>

The amounts corresponding to trade debtors and other impaired accounts receivable, are totally provisioned and are the following:

	31-Dec-20	31-Dec-19
	ThUS\$	ThUS\$
National trade debtors	1,634	722
Receivable documents	365	168
Other accounts receivable	2,189	2,239
<b>Total</b>	<b>4,188</b>	<b>3,129</b>

The movement of provision due to loss caused by the impairment of the value of trade debtors and others as of December 31, 2020 and 2019, is as follows:

	31-Dec-20	31-Dec-19
Movement	ThUS\$	ThUS\$
As of January 01	3,129	4,344
Provision reversal	(3,129)	(2,668)
Write-offs	-	(81)
Increase provision	4,188	1,534
<b>Total</b>	<b>4,188</b>	<b>3,129</b>

Once all the preliminary and judicial collection efforts have been made, we proceed to write off the assets against the constituted provision.

Historical renegotiations and those which are currently valid are not very relevant and the policy is to analyze case by case in order to classify them depending on the existence of risk, determining if its reclassification to prejudicial collection accounts corresponds. If reclassification corresponds, it is constituted a provision of the overdue and nearly overdue.

The Company records provisions for non-collectability over its trade debtors and other accounts receivable, based on the requirements of IFRS 9.

The Company applies the simplified focus, which requires that expected loss over the life of the instrument is recognized from the initial recognition of the financial assets.

Hortifrut estimates the expected credit loss, which results from possible events of non-collectability during the expected life of its assets measured at amortized cost, as the result of the following three components: Exposure at Default (**EAD**), frequency (**PD**) and severity (**LGD**).

#### **Expected Loss (EL): EAD x PD x LGD**

**(EAD) Exposure at Default:** Measures exposure considering the life of the asset. It is calculated for each remaining year of the account receivable discounting all the future cash flows at effective interest rate, approximately equal the rate at which it was disbursed.

**(PD) Probability of Default events during each future period of exposure:** To perform this calculation, a focus based on the weighted default days was used.

This probability was construed based on information of the last 5 years, accounting date and of the last year, payment date, where the amount of weighted defaults per year was obtained for each one of the debtors.

The company has established to check the model and calculations every three years, regardless if they are previously checked, in case of events that could alter said estimations.

To perform this calculation, the following definitions of default have been determined.

- **Financing for Producers:** The normal payment term for producers is considered to be one season (1 year), so for this calculation default is when a producer pays its financing after 330 days from its maturity date (given the total term of 360 days).
- **Other Debtors:** The maturity date assigned to other debtors considers an average payment term of 45 days from the date of issuance of the invoice. Due to the aforementioned, it is considered default if the payment date is after the maturity date.
- **Tax Debt:** based on the 100% recovery history or use of said credits (IVA), it was considered non-risky, resulting in a percentage of impairment equal to zero.

To obtain the probability of default events (PD), Hortifrut has classified its debtors into 5 groups with common risk characteristics and, at the same time, it has defined 7 levels of default measured in days, which are detailed below.

**Classification**

- Producers
- Fresh Fruit Sales (Local market)
- Fresh Fruit Sales (Export)
- Frozen Fruit Sales (Export)
- Others (Other Sales for example, bearer plants, technological development, personnel accounts (payroll deduction), advanced payments to suppliers, fiscal accounts receivable (IVA), among others)

**Days past due**

- 0-30 days
- 31-60 days
- 61-90 days
- 91-120 days
- 121-150 days
- 151-180 days
- >180 days

The probability of average default events determined for the period ending December 31, 2020 and the period ending December 31, 2019 is as follows:

Classification	0 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 - 150 days	151 - 180 days	>180 days
Producers	0.04%	12.54%	20.72%	29.01%	36.89%	45.14%	75.52%
Fresh Fruit Sale (Local Market)	1.52%	11.03%	20.17%	29.09%	37.51%	46.54%	89.04%
Fresh Fruit Sale (Export)	1.52%	11.03%	20.17%	29.09%	37.51%	46.54%	89.04%
Frozen Fruit Sale	2.14%	12.42%	20.54%	29.10%	37.31%	46.64%	68.66%
Others	0.65%	12.56%	19.39%	28.82%	35.42%	44.81%	84.40%

**(LGD) Loss given Default:** Loss due to non-compliance refers to the expected percentage of loss since there is already a default event, in other words, what is the estimated severity of the loss. This concept takes into account the value of possible guarantees, the type of guarantees and the order of priority of the debt, as well as costs incurred in the recovery process.

Hortifrut has considered that loss given default (LGD) is 100%, since the cases where real guarantees exist are very specific, in those cases the expected loss is evaluated in a separate manner.

Even though it is possible to add a prospective sensitivity to the estimation of the expected credit loss, management has decided to maintain this estimation at zero.

When determining the credit risk of a financial asset, Hortifrut and subsidiaries consider the reasonable and sustainable information that is relevant and is available without cost or undue efforts. This includes, quantitative and qualitative information and analysis, based on Hortifrut's historical experience and on the analysis and expectations of the industry and the economic environment.

#### Presentation of the correction of value for expected credit loss in the statement of financial position

The corrections of value for financial assets measured at amortized cost are deducted from the gross book value of the assets.

#### Write-off

The gross book value of a financial asset is written-off when Hortifrut and subsidiaries do not have reasonable expectations of the total or partial recovery of a fixed asset. In the case of trade debtors and other accounts receivable, Hortifrut and its subsidiaries policy is to write-off the gross book value when all the steps of pre-judicial or judicial collection have been exhausted, when this takes place, then we proceed to write-off the assets against the constituted estimation.





NOTE 11– BALANCES AND TRANSACTIONS WITH RELATED PARTIES

Related parties include the following entities and individuals:

- a) Shareholders with the possibility to exercise control
- b) Subsidiaries and members of subsidiaries
- c) Parties with an interest in the entity which grants them significant influence over it
- d) Parties with joint control over the entity
- e) Associates
- f) Interests in joint business
- g) Key management personnel, from the entity or its parent company
- h) Relatives close to the individuals described in the previous points
- i) An entity that is controlled or is controlled in a joint manner by any of the individuals described in letters g) and h).

11.1. Accounts receivable from related entities

In general, transactions with related Companies are of immediate payment or charge and are not subject to special conditions. These operations adjust to what is established under title XVI of Law N° 18.046, regarding Closely held Corporations and in Title XV of law N°18.045.

The transfer of short term funds from and to the parent company or between related Companies, which do not correspond to the charging or payment of fruits and services, are structured under the trade current account modality, establishing an interest rate for the monthly balance, as per market conditions.

Accounts receivable and accounts payable to related entities as of December 31, 2020 and 2019, are detailed as follows:

Current Accounts Receivable	RUT	Country of Origin	Nature of the Relationship	Type of Currency	31-Dec-20	31-Dec-19
					ThUS\$	ThUS\$
Naturipe Farms LLC	o-E	USA	Associated	USD	40,961	41,637
Atlantic Blue Berries Maroc, SARL	o-E	Morocco	Associated	EUR	4,085	-
Expofresh S.A.	o-E	Argentina	Common shareholder	USD	4,063	2,808
S.A.T. Hortifrut H-0030	o-E	Spain	Associated	EUR	2,648	2,620
Agrícola Valles del Sur SpA	76.923.964-2	Chile	Common shareholder	USD	1,647	2,264
Naturipe Value Added Fresh, LLC.	o-E	USA	Associated	USD	1,353	1,271
Alimentos y Frutos S.A.	96.557.910-9	Chile	Affiliate of a common shareholder in subsidiary	USD	1,082	-
B. Fruit-Comercio Internacional de Fruta S. A.	o-E	Portugal	Associated	USD	649	-
Shenzhen Xinrongmao Agricultural Products Co., Ltd	o-E	China	Common shareholder in associated	USD	620	-
Agrícola Santa Carmen Ltda	86.776.400-3	Chile	Common shareholder	USD	516	415
Tierras de Berries S.A.	o-E	Argentina	Common shareholder	USD	488	546
Hortifrut Ecuador S.A.	o-E	Ecuador	Joint administration	USD	317	-
Naturipe Berry Growers, LLC	o-E	USA	Associated	USD	301	301
Tal S.A.C.	o-E	Peru	Common shareholder	USD	139	-
Inversiones Jordie S.A.	o-E	Peru	Common shareholder	PEN	129	-
Hortifrut Expofresh S.A.	o-E	Argentina	Associated	USD	124	749
Horacio Schmidt Cortes	3.171.221-1	Chile	Common shareholder in associated	USD	56	-
Agrícola Nueva Cabildo S.A.	76.107.465-2	Chile	Common shareholder	USD	13	17
Inversiones IMG Limitada.	77.813.860-3	Chile	Shareholder	CLP	6	-
Agrícola e Inmobiliaria Lumaco S.A.	96.761.430-0	Chile	Common shareholder	CLP	2	5
Talsa Agroexport Perú S.A.C.	o-E	Peru	Common shareholder	PEN	1	29
Global Organics S.A.	76.404.690-0	Chile	Common shareholder	CLP	1	2
Talsa Apicultura S.A.C.	o-E	Peru	Common shareholder	PEN	1	-
Agrícola e Inmobiliaria Don Vitoco Ltda.	76.849.930-6	Chile	Common shareholder	CLP	1	-
Naturipe Value Added Foods LLC	o-E	USA	Associated	USD	-	6,120
Hortiblu Logistics BV	o-E	Netherlands	Associated	EUR	-	2,471
Agrícola Los Hualles SpA	76.914.483-8	Chile	Associated	CLP	-	747
Tierra de Arándanos S.R.L.	o-E	Argentina	Common shareholder in associated	USD	-	119
Margesi S.A.	o-E	Argentina	Associated	PAR	-	48
Berry Blue, LLC	o-E	USA	Associated	USD	-	33
Avo Peú S.A.C.	o-E	Peru	Affiliate of a Shareholder in associated	PEN	-	14
Proplantas S.A.	o-E	Colombia	Affiliate of a common shareholder in subsidiary	USD	-	10
Naturipe Avocado Farms	o-E	USA	Common shareholder	USD	-	5
Total					59,203	62,231

Current accounts receivable corresponds to trade operations whose collection period is between 1 and 12 months.

Non-current accounts receivable corresponds to the financing of investments whose collection period is over 1 year.

Non-Current Accounts Payable	RUT	Country of Origin	Nature of the relationship	Type of Currency	31-Dec-20	31-Dec-19
					ThUS\$	ThUS\$
Hortifrut Berries Maroc SRL	0-E	Morocco	Associated	EUR	5,026	4,417
<b>Total</b>					<b>5,026</b>	<b>4,417</b>

Accounts receivable held with Hortifrut Berries Maroc SRL correspond to successive working capital loans granted by Hortifrut España Southern Sun SL, while the development stage of this investment lasts. These loans accrue an annual 3.0% interest, with expiry in November 2027.

Impairment in accounts with related parties:

The company has estimated that the risk of non-compliance of Related Parties which consolidate or over which Hortifrut has control or influence in its administration, is intangible, so it has considered an impairment percentage for said accounts equal to zero. In the cases of related parties that do not comply with the aforementioned, the same method is applied as for financing for producers (see Note 10).

Classification	0 - 30 days	31 - 60 days	61 - 90 days	91 - 120 days	121 - 150 days	151 - 180 days	>180 days
Non controlled related party	0.04%	12.54%	20.72%	29.01%	36.89%	45.14%	75.52%

## 11.2. Accounts payable to related entities

Accounts payable to related entities as of December 31, 2020 and December 31, 2019, are detailed below:

Current Accounts Payable	RUT	Country of Origin	Nature of the relationship	Type of Currency	31-Dec-20	31-Dec-19
					ThUS\$	ThUS\$
Munger Bros, LLC	0-E	USA	Common Shareholder	USD	1,804	-
Inversiones Canihua S.A.	95.526.000-7	Chile	Common Shareholder	CLP	211	-
Avo Peú S.A.C.	0-E	Peru	Affiliate of a Shareholder in associated	PEN	42	-
Yapu Solutions S.A.C	0-E	Peru	Affiliate of a Shareholder in associated	PEN	10	41
Andes Sur Inversiones Ltda.	76.463.392-K	Chile	Shareholder in subsidiary	CLP	-	1,969
Inversiones Jordie S.A.	0-E	Peru	Common Shareholder	PEN	-	486
Soc. Agr. de Inversiones El Otoñal S.A.	79.598.270-1	Chile	Shareholder in subsidiary	USD	-	262
Atlantic Blue Berries Maroc, SARL	0-E	Morocco	Common shareholder in subsidiary	EUR	-	224
Tal S.A.C.	0-E	Peru	Common Shareholder	USD	-	149
Munger Hortifrut North America, LLC	0-E	USA	Associated	USD	12	109
Techagri S.A.R.L.	0-E	Spain	Common Shareholder	EUR	-	48
Agrícola e Inmobiliaria Don Vitoco Ltda.	76.849.930-6	Chile	Common Shareholder	CLP	-	25
Talsa Apicultura S.A.C.	0-E	Peru	Common Shareholder	PEN	-	22
Southern Cone Inversiones Ltda.	77.942.310-7	Chile	Shareholder in subsidiary	CLP	-	9
Hortifrut Berries Maroc SRL	0-E	Morocco	Associated	EUR	-	4
<b>Total</b>					<b>2,079</b>	<b>3,348</b>

Current accounts payable correspond to trade operations, the payment period is an average 45 days.

Cuentas por Pagar no corrientes	RUT	País de origen	Naturaleza de la relación	Tipo de Moneda	31-dic-20	31-dic-19
					MUS\$	MUS\$
Agrícola Pichimalven Ltda.	76.847.435-4	Chile	Accionista en subsidiaria	CLP	4.846	-
Royal Berries S.L.	0-E	España	Filial de un Accionista en subsidiaria	EUR	2.897	4.662
Andes Sur Inversiones Ltda.	76.463.392-K	Chile	Accionista en subsidiaria	CLP	1.891	-
Proplantas S.A.	0-E	Colombia	Filial de un Accionista en común en subsidiaria	USD	740	-
Inversiones Purranque S.A.	96.539.710-8	Chile	Accionista en subsidiaria	CLP	408	387
Inversiones Canihua S.A.	95.526.000-7	Chile	Accionista en común	CLP	-	735
<b>Total</b>					<b>10.782</b>	<b>5.784</b>

El saldo por pagar a Agrícola Pichimalven Ltda, accionista de la subsidiaría Agrícola Los Hualles SpA, corresponde al financiamiento proporcional a su participación, para capital de trabajo y desarrollo de plantaciones de cerezos.

El saldo mantenido por pagar a Royal Berries SL corresponde a las cuotas pendientes de pago por la compra de la licencia de variedades de berries para explotar en América. El contrato se suscribió en julio de 2015 por un monto total de US\$20 millones, pagando Hortifrut en el acto el 50%. El saldo se ha convenido en cuotas anuales hasta el año 2022 las que devengan un interés anual de 2,9%, al 31 de diciembre de 2020 es de US\$2,89 millones.

El saldo por pagar a Andes del Sur Ltda., accionista de la subsidiaría Agrícola Mataquito S.A., corresponde al financiamiento proporcional a su participación, para capital de trabajo.



### 11.3. Transactions with related parties and their effects on results

The operations and their effects on results for the periods ending December 31, 2020 and 2019 are presented:

Company	RUT	Nature of the Relationship	Description of the transaction	31-Dec-20		31-Dec-19	
				Amount	Effect on	Amount	Effect on
				transaction	profit or	transaction	profit or
				Th US\$	loss	Th US\$	loss
					(charge)/		(charge)/
					deposit		deposit
					Th US\$		Th US\$
Naturipe Farms LLC	0-E	Associated	Fruit sales	320,482	53,101	276,022	25,314
Joy Wing Mau Corporation Limited	0-E	Common shareholder in subsidiary	Fruit sales	6,253	1,036	-	-
Golden Wing Mau Agricultural Prod.	0-E	Common shareholder in subsidiary	Fruit sales	20,403	3,381	13,099	1,201
Agricola Santa Carmen Ltda.	86.776.400-3	Common shareholder	Fruit purchase	8,790	-	11,718	-
Naturipe Value Added Foods LLC	0-E	Associated	Fruit sales	20,162	3,341	21,731	1,993
S.A.T. Hortifrut H-0030	0-E	Associated	Fruit sales	10,996	1,822	-	-
Agricola Valles del Sur SpA	76.923.964-2	Common shareholder	Income from Packing services, materials and others	974	161	1,008	92
Agricola Santa Carmen Ltda.	86.776.400-3	Common shareholder	Income from Packing services, materials and others	730	121	557	-
Agricola Nueva Cabildo S.A.	76.107.465-2	Common shareholder	Fruit purchase	501	-	408	-
Alimentos y Frutos S.A.	96.557.910-9	Affiliate of a common Shareholder in Subsidiary	Fruit sales	3,545	587	-	-
Expofresh S.A.	0-E	Common shareholder	Fruit purchase	1,610	-	3,914	-
B. Fruit-Comercio Internacional de Fruta S. A.	0-E	Associated	Income from Packing services, materials and others	23	4	-	-
Agricola e Inmobiliaria Don Vitoco Ltda.	76.849.930-6	Common shareholder	Fruit purchase	44	-	121	-
Agricola e Inmobiliaria Don Vitoco Ltda.	76.849.930-6	Common shareholder	Income from Packing services, materials and others	26	4	49	-
Tal S.A.C	0-E	Common shareholder	Income from Packing services, materials and others	64	11	2,396	220
Avo Perú S.A.C.	0-E	Affiliate of a Shareholder in associated	Income from Packing services, materials and others	43	7	82	8
Inversiones Jordie S.A.	0-E	Common shareholder	Income from Packing services, materials and others	13	2	28	3
Agricola Los Hualles SpA	76.914.483-8	Associated	Income from Packing services, materials and others	-	-	1,089	100
Agricola e Inmobiliaria Lumaco S.A.	96.761.430-0	Common shareholder	Income from Packing services, materials and others	30	5	29	-
Global Organics S.A.	76.404.690-0	Common shareholder	Income from Packing services, materials and others	13	2	28	-
Hortifrut Berries Maroc SRL	0-E	Associated	Granted loan	609	-	-	-
Agricola Santa Carmen Ltda.	86.776.400-3	Common shareholder	Income from plant sales	12	2	-	-
Agricola Valles del Sur SpA	76.923.964-2	Common shareholder	Fruit purchase	14,915	-	15,156	-
Agricola e Inmobiliaria Lumaco S.A.	96.761.430-0	Common shareholder	Lease	45	-	42	-
Agrícola Pichimalven Ltda.	76.847.435-4	Shareholder in subsidiary	Transfers (Payments)	3,787	-	-	-
Agricola Los Hualles SpA	76.914.483-8	Associated	Transfers (Payments)	-	-	(601)	-
Agricola Nueva Cabildo S.A.	76.107.465-2	Common shareholder	Income from Packing services, materials and others	47	8	22	-
Agricola San José de Tilama S.A.	76.043.289-K	Common shareholder	Fruit purchase	-	-	146	-
Andes Sur Inversiones Limitada	76.463.392-K	Shareholder in subsidiary	Paid dividend	-	-	168	-
Andes Sur Inversiones Limitada	76.463.392-K	Shareholder in subsidiary	Granted loan	140	1	-	-
Agricola Valles del Sur SpA	76.923.964-2	Common shareholder	Income from plant sales	71	12	335	31
Avo Perú S.A.C	0-E	Affiliate of a Shareholder in associated	Purchase of services	-	-	159	-
Horacio Schmidt Cortes	3.171.221-1	Shareholder in subsidiary	Received loan	-	-	(58)	-
Horacio Schmidt Cortes	3.171.221-1	Shareholder in subsidiary	Granted loan	56	-	-	-
Hortifrut Ecuador S.A.	0-E	Joint administration	Income from Packing services, materials and others	6	1	-	-
Hortifrut Expofresh S.A.	0-E	Associated	Fruit purchase	-	-	93	-
Inversiones Canihua S.A.	95.526.000-7	Common shareholder	Lease	10	-	10	-
Inversiones Jordie S.A.	0-E	Common shareholder	Purchase of services	-	-	628	-
Munger Hortifrut North America, LLC	0-E	Associated	Income from Packing services, materials and others	-	-	27	-
Naturipe Farms LLC	0-E	Associated	Income from Packing services, materials and others	134	22	86	-
Naturipe Farms LLC	0-E	Associated	Fruit purchase	-	-	152	-
Naturipe Value Added Fresh LLC	0-E	Associated	Fruit sales	7,956	1,318	7,970	731
Proplantas S.A.	0-E	Affiliate of a common Shareholder in Subsidiary	Income from plant sales	1	-	-	-
Royal Berries S.L.	0-E	Affiliate of a Shareholder in subsidiary	Payment - Purchase Berries Genetics (plants)	-	-	1,625	-
Royal Berries S.L.	0-E	Affiliate of a Shareholder in subsidiary	Interest expense	104	(104)	146	(146)
Sociedad Agrícola Catapilco Limitada	78.241.100-4	Affiliate of a Shareholder in subsidiary	Advanced purchase of plants (Nursery)	-	-	11,223	-
Sociedad Agrícola Catapilco Limitada	78.241.100-4	Affiliate of a Shareholder in subsidiary	Income from Packing services, materials and others	-	-	23	-
Tal S.A.C	0-E	Common shareholder	Fruit purchase	-	-	2,953	-
Talsa Apicultura S.A.C.	0-E	Common shareholder	Income from Packing services, materials and others	-	-	2	-
Talsa Apicultura S.A.C.	0-E	Common shareholder	Purchase of services	-	-	615	-
El Rocio S.A.	0-E	Common shareholder	Income from Packing services, materials and others	4	1	8	1
Talsa Agroexport Perú S.A.C.	0-E	Common shareholder	Income from Packing services, materials and others	-	-	40	4
Soc. Agr. de Inversiones El Otoñal S.A.	79.598.270-1	Shareholder in subsidiary	Received loan	-	-	627	-
Soc. Agr. de Inversiones El Otoñal S.A.	79.598.270-1	Shareholder in subsidiary	Lease	40	-	40	-
Inversiones IMG Dos Limitada	76.376.222-K	Common shareholder	Income from Packing services, materials and others	3	-	-	-
Inversiones IMG Dos Limitada	76.376.222-K	Common shareholder	Lease	119	-	112	-
Hortiblue Logistics BV	0-E	Associated	Income from Packing services, materials and others	-	-	6	-
Yapu Solutions S.A.C	0-E	Common shareholder	Purchase of services	-	-	447	-

Hortifrut S.A. and subsidiaries, have as their policy to inform the main transactions that are performed with related parties, except for dividends paid by the parent Company and received capital contributions.

#### **11.4. Board Remunerations and fees and Remunerations of Key executives**

The allowances, remunerations and ownership interests of the Board members as of December 31, 2020 reach ThUS\$337, for the same period of in 2019 the total of allowances, remunerations and ownership interests reached ThUS\$1,369.

The total gross remuneration received by the main executives at Hortifrut S.A. and subsidiaries reached ThUS\$3,394 as of December 31, 2020 and ThUS\$4,655 as of December 31, 2019.

The main managers are those that have the authority and the responsibility to plan, direct and control the company's activities, whether it be directly or indirectly, including any member (manager or not) of the administrative council or of a government body, its equivalent in the company.



## NOTE 12 - INVENTORIES

The stock detail at the closing of the period ending December 31, 2020 and 2019, is detailed below:

<b>Types of inventory</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
Finished products	29,891	37,743
Raw material	6,245	674
Frozen finished products	14,365	3,311
Materials and supplies	26,016	29,371
Provision for obsolescence	(509)	(518)
<b>Total</b>	<b>76,008</b>	<b>70,581</b>

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
<b>Provision for obsolescence</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
As of January 01	518	1,084
Reversal of provision	(151)	(787)
Increase of provision	142	221
<b>Total</b>	<b>509</b>	<b>518</b>

The provision for obsolescence, corresponds to the cost of packing materials that are obsolete or whose use has been discontinued.

### Information regarding finished products

Until the closing of the corresponding periods, the Company has not performed write-offs of finished products.

During the period ending December 31, 2020 and 2019, no inventory has been pledged as security.

The cost of inventory recognized as cost of sales in the periods ending December 31, 2020 and 2019, reach ThUS\$157,317 and ThUS\$178,316 respectively (see Note 33.1).

In order to mitigate the risk of loss of inventory, the Company maintains insurances as of December 31, 2020 (See Note 4.3).

## NOTE 13 – BIOLOGICAL ASSETS, CURRENT

The movements of current biological assets, for the periods ending December 31, 2020 and 2019, are the following:

<b>Movement</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
<b>Fruit from bearer plants</b>		
Opening biological assets	17,655	20,513
Increase due to capitalization of costs	122,091	125,408
Increase/(Decrease) due to fair value adjustment	(752)	(5,956)
Consumption	(118,957)	(122,310)
<b>Sub Total Fruit from bearer plants</b>	<b>20,037</b>	<b>17,655</b>
<b>Strawberries</b>		
Opening biological assets	570	563
Increase due to capitalization of costs	585	524
Exchange rate adjustment	(54)	(37)
Amortization strawberry plants	(159)	(168)
Consumption	(736)	(312)
<b>Sub Total Strawberries</b>	<b>206</b>	<b>570</b>
<b>Total</b>	<b>20,243</b>	<b>18,225</b>

As described in Note 3.4, the Company performs the valuation of agricultural products that grow on “bearer plants” as of the date of issuance of the financial statements. As of December 31, 2020, the expected margin of the Company’s fruit on bearer plants was recognized for the amount of ThUS\$649, which is presented under results in the item Other income per function. The movement due to increase (decrease) of the adjustment to fair value of the current biological asset, is calculated by decreasing from the estimation at the closing of the period the value recorded as of December 31 of the previous year (ThUS\$1,401).

The estimation of this same concept recorded as of December 31, 2019 was for the amount of ThUS\$1,401, which was presented in Other income per function, the movement in this item, presented net of the reversal of this same concept determined as of December 31, 2018 which was ThUS\$7,357, and is presented as a deduction of ThUS\$5,956.

It must be stated that this valuation corresponds to an estimation, which could vary when fruit sales are perfected, moment when said result is realized.

In this item the costs of plants that produce fruit in a single season, such as strawberries, are also included.



#### NOTE 14 – OTHER NON-FINANCIAL ASSETS

The detail of other current non-financial assets is as follows:

	31-Dec-20	31-Dec-19
<b>Current</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Advanced payment of blueberry plants	4,351	2,973
Advanced payments insurance	456	498
Advanced expenses	1,930	2,595
Payments in guarantee	668	1,266
Advanced freight payment	988	1,378
<b>Total</b>	<b>8,393</b>	<b>8,710</b>

The detail of Other non-current non-financial assets is as follows:

	31-Dec-20	31-Dec-19
<b>Non-Current</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Advanced payment for water fee collection	1,701	1,158
Advanced expenses	17	28
<b>Total</b>	<b>1,718</b>	<b>1,186</b>

#### NOTE 15 – ASSETS (OR GROUPS OF ASSETS) HELD FOR SALE

The detail of assets available for sale as of December 31, 2020, is presented in the following table:

<b><u>Detail</u></b>	<b><u>Country</u></b>	<b>31-Dec-20</b>
		<b>ThUS\$</b>
Land Galicia farm	Spain	2,782
Agricultural installations Galicia farm	Spain	102
<b>Total</b>		<b>2,884</b>

Corresponds to assets related to agricultural activity in Galicia of the company Hortifrut España Southern Sun SL, land and installations that the company acquired for a plantation project, but since it was decided to not go ahead with this, said assets were placed for sale.

As of December 31, 2019, the Company does not have any assets classified as held for sale.

## NOTE 16 – INVESTMENTS IN SUBSIDIARIES

The Company has investments in companies that have been recognized as investment in subsidiaries. All the companies defined as subsidiaries have been consolidated in Hortifrut and subsidiaries' financial statements.

The detail of consolidated subsidiaries as of December 31, 2020 and 2019, is as follows:

Companies	RUT	Country of Origin	Functional Currency	31-Dec-20			31-Dec-19
				Direct	Indirect	Total	Total
<b>Hortifrut Chile S.A. and subsidiaries</b>	99.524.450-0	Chile	USD	99.990	0.010	100.000	100.000
Hortifrut Comercial S.A.	99.535.510-8	Chile	CLP	0.010	99.990	100.000	100.000
Desarrollos Tecnológicos SpA	76.962.886-k	Chile	USD	-	100.000	100.000	100.000
<b>Agrícola El Avellano S.A. and subsidiaries</b>	96.923.620-6	Chile	USD	40.000	-	40.000	40.000
Agrícola El Pampino S.A.	76.884.880-7	Chile	USD	-	20.000	20.000	20.000
<b>Agrícola Hortifrut S.A. and Subsidiaries</b>	79.764.840-k	Chile	USD	99.990	0.010	100.000	100.000
Hortifrut Management SpA	77.136.382-2	Chile	USD	-	100.000	100.000	-
Agrícola y Gan. Santa Rebeca Ltda.	78.988.990-2	Chile	USD	25.000	75.000	100.000	25.000
<b>Agrícola Mataquito S.A.</b>	76.306.130-2	Chile	USD	50.000	-	50.000	50.000
<b>Agrícola Sta. Rosa del Parque S.A.</b>	99.584.440-0	Chile	USD	30.000	-	30.000	30.000
<b>Agrícola Vida Nueva S.A.</b>	96.996.290-k	Chile	USD	50.000	-	50.000	50.000
<b>Agrícola Los Hualles SpA</b>	76.914.483-8	Chile	US\$	40.000	-	40.000	-
<b>Vitafoods SpA y Subsidiarias</b>	77.180.654-6	Chile	USD	50.000	-	50.000	-
NVA Frozen Corp	Foreigner	USA	USD	-	50.000	50.000	-
Naturipe Value Added Foods LLC	Foreigner	USA	USD	-	35.715	35.715	-
<b>Inversiones Hortifrut S.A. and subsidiaries</b>	99.524.540-k	Chile	USD	100.000	0.000	100.000	100.000
Berrygood Comercial Importadora	Foreigner	Brazil	BRL	36.490	63.510	100.000	100.000
Hortifrut Inversiones Int. S.A.	76.043.425-6	Chile	USD	77.330	22.670	100.000	100.000
HFII Perú S.A.C.	Foreigner	Peru	USD	-	100.000	100.000	100.000
Talsa Berries S.A.C. and subsidiaries	Foreigner	Peru	USD	-	100.000	100.000	100.000
Hortifrut S.A. de C.V. and subsidiaries	Foreigner	Mexico	USD	-	99.990	99.990	99.990
Hortifrut España Southern Sun SL	Foreigner	Spain	EUR	-	50.000	50.000	50.000
HFE Berries Perú S.A.C.	Foreigner	Peru	USD	-	50.000	50.000	50.000
Euroberry Marketing S.A. and subsidiaries	Foreigner	Spain	EUR	-	50.000	50.000	50.000
Euroberry UK Ltd.	Foreigner	England	GBP	-	50.000	50.000	50.000
Euroberry GmbH	Foreigner	Germany	EUR	-	50.000	50.000	50.000
Hortiblue Logistic B.V.	Foreigner	Netherlands	EUR	-	50.000	50.000	-
Hortifrut Europa SL	Foreigner	Spain	EUR	0.030	99.970	100.000	100.000
Hortifrut North America Inc.	Foreigner	USA	USD	-	100.000	100.000	100.000
Hortifrut Import, Inc.	Foreigner	USA	USD	-	100.000	100.000	100.000
Naturipe Farm Import, Inc.	Foreigner	USA	USD	-	100.000	100.000	100.000
Asian Berries Limited and subsidiary	Foreigner	China	USD	-	100.000	100.000	100.000
Honghe Jiayu Agriculture Limited	Foreigner	China	CNY	-	51.000	51.000	51.000
Hortifrut Colombia SAS	Foreigner	Colombia	COL	-	75.000	75.000	75.000
Hortifrut Argentina S.A.	Foreigner	Argentina	ARS	-	95.900	95.900	95.900
Horto Frutas Portugal Unipersonal LDA	Foreigner	Portugal	EUR	-	100.000	100.000	-

The Companies detailed in the first margin, correspond to direct subsidiaries and those in the second margin are the companies where control is maintained indirectly, but that form part of the consolidated financial statements of direct subsidiaries (Note 3.1.2).

In the case of those subsidiaries that directly or indirectly maintain an ownership equal to or lower than 50%, these have been included in the consolidation process because the Company has the power to direct the financial and operating policies.

The partners of the subsidiaries Hortifrut España Southern Sun, S.L. and Euroberry Marketing S.A., have reached an agreement of reorganization with continuity of activity, in virtue of which, sale actions have been taken over certain non-current assets, for which, based on mechanisms stipulated between the parties, the obtention of joint goodwill is foreseen. In virtue of this agreement, sale actions have been started over non-current assets corresponding to the El Alamillo, San Miguel and Galicia fields that the subsidiary has in Spain

(See note 15). Additionally, the Santander Group is in charge of evaluating and looking for different alternatives that allow these subsidiaries to maximize profitability of the investment that the group has in blueberry supplies at the objective markets.

### **Movements at Subsidiaries in 2020**

During the period ending December 31, 2020, companies have been incorporated to the consolidation of Hortifrut group's financial statement.

- **Vitafoods SpA**

Dated May 12, 2020, a spin-off of Hortifrut Chile S.A. took place, constituting the company Hortifrut Congelados SpA. from this operation. The company's capital was fixed at US\$7,207,367.59 divided in 48,697,362,964 subscribed and paid shares. The owners are Hortifrut S.A. with a 99.99% interest and Inversiones Hortifrut S.A. with a 0.01% interest. The company's objective is the elaboration and export of all kinds of frozen products, as well as the hiring and/or providing of services related with said products or sub-products.

Dated July 29, 2020, Hortifrut Congelados SpA's shareholders have agreed an increase in capital which reaches USD 19,199,034.37, whose increase is realized without an increase in the amount of shares that each shareholder has, so, both maintain their interest percentage. As a result, as of this date, the company's capital reaches the amount of USD 26,406,410.96 divided in 48,697,362,964 shares, fully subscribed and paid.

Dated July 31, 2020, the merger due to absorption of Hortifrut Congelados SpA with Alifrut Export SpA is approved. As a result of the Merger, Hortifrut Congelados SpA. acquired all the assets, rights, authorizations, permits, obligations and liabilities of Alifrut Export SpA. and will succeed it in all its rights and obligations. As a result of the Merger, the total of Alifrut Export SpA.'s equity and shareholders are incorporated into Hortifrut Congelados SpA., it will be dissolved without needing to perform its liquidation. In the same act, Hortifrut Congelados SpA.'s shareholders agreed to change the name of the company to Vitafoods SpA.

Through a shareholders' pact on the same date, the Hortifrut group maintains control of the merged company, considering the definitions of the Company's relevant activities as per IFRS10.

Dated July 10, 2020, the subsidiary NVA Frozen Corp. was constituted, 100% owned by the subsidiary Hortifrut Imports Inc. Subsequently, dated December 31, 2020, its property structure changed, with 100% owned by Vitafoods SpA., from that date it has been incorporated into the Company's consolidation scope.

Dated January 01, 2020, the subsidiary Hortifrut Imports Inc. increased its participation in the company Naturipe Value Added Foods LLC. from 27.00% to 71.43%, turning the latter into a subsidiary within Hortifrut S.A.'s consolidated financial statements. Subsequently, dated December 31, 2020, it changed its property structure, with the 71.43% passing from Hortifrut Imports Inc. to the subsidiary NVA Frozen Corp., entering Vitafoods SpA's consolidation perimeter.

- **Agrícola Los Hualles SpA**

Dated August 02, 2018, Hortifrut S.A. and Agrícola Pichimalvén Ltda., constituted the company Agrícola Los Hualles SpA, whose objective is the production and commercialization of berries and activities related to said line of business. The company's capital is fixed at 1,000 nominative shares, of which 400 shares are subscribed and paid by Hortifrut S.A. and 600 by Agrícola Pichimalvén Ltda.. Dated March 10, 2020, it was agreed in a shareholders agreement that the company's representation and administration, as well as the corporate name, corresponds to Hortifrut S.A., with the latter being

whom designates the General Manager, directs the financial policies and the company's operation, with the latter being defined as controller for financial effects.

- **Agrícola Hortifrut S.A. and Subsidiaries.** the following companies have been incorporated into the consolidation perimeter:

- **Hortifrut Management SpA.**

Dated March 04, 2020, the company Hortifrut Management SpA. was constituted. The Company's capital was fixed at \$10 million divided into 1,000 subscribed shares. The only owner is Agrícola Hortifrut S.A. The corporate purpose is the administration and operation of agricultural land, whether it be as owner, tenant or administrator, the operation and sale of the products that are derived from said land, among others.

- **Agrícola y Ganadera Santa Rebeca Ltda.**

Dated August 19, 2020, the subsidiary Agrícola y Ganadera Santa Rebeca Ltda. changed property, with Francisco Condon Schiavetti, Agrícola e Inmobiliaria Lumaco S.A. and Sergio Calvo Soffia leaving it, remaining at 25% owned by Hortifrut S.A. and 75% owned by the subsidiary Agrícola Hortifrut S.A.

- **Horto Frutas Portugal Unipersonal LDA**

Dated February 19, 2020, the company Horto Frutas Portugal Unipersonal LDA was constituted, by the company Hortifrut Inversiones Internacionales S.A. with a 100% interest, the corporate capital is 1,000 Euros, to date the company is in the formation period and still without movements.

## **Movements in Subsidiaries in 2019**

During the period ending December 31, 2019, new companies have been incorporated into the consolidation of Hortifrut group's financial statement:

- **Hortifrut Colombia S.A.S.**

Dated September 20, 2019, Hortifrut Inversiones Internacionales S.A. and Proplantas S.A., constituted the company Hortifrut Colombia S.A.S., whose objective is the obtention and commercializing of berries and the additional activities of said line of business. The Company's capital was set at US\$100 thousand, which have been totally paid.

- **Desarrollos Tecnológicos SpA**

Dated November 07, 2018, the company Desarrollos Tecnológicos SpA was constituted, whose objective is the realization of activities linked to the development of new technologies or agricultural developments and the activities in addition to this line of business. The company's capital was fixed at \$100 million, which was paid by the parent company Hortifrut Chile S.A. in June 2019, date when activities started.

During the period ending December 31, 2019, the following company was eliminated from the consolidation of Hortifrut group's financial statement:

- **Viveros Hortifrut Chile S.A.**

Dated July 11, 2019, Hortifrut Chile S.A., proceeded to sell 51% of the property that it maintains in the company Viveros Hortifrut Chile S.A., leaving the consolidation scope.

### Summarized financial information of significant subsidiaries

Below we present the statements of financial position, the income statements and cash flows as of December 31, 2020 and 2019:

	31-Dec-20						
	Assets		Assets	Liabilities		Liabilities	Equity
	Current	Non-Current	Total	Current	Non-Current	Total	Total
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Balance							
Hortifrut Chile S.A. and Subsidiaries	171,926	220,132	392,058	171,545	153,417	324,962	67,096
Inversiones Hortifrut S.A. and Subsidiaries	230,447	937,753	1,168,200	293,879	431,767	725,646	442,554
Agrícola Vida Nueva S.A.	984	8,631	9,615	720	1,752	2,472	7,143
Agrícola El Avellano S.A. and Subsidiaries	1,353	9,380	10,733	1,654	1,249	2,903	7,830
Agrícola Hortifrut S.A. and Subsidiaries	10,418	40,386	50,804	5,321	7,488	12,809	37,995
Agrícola Mataquito S.A.	848	15,980	16,828	6,848	7,436	14,284	2,544
Agrícola Santa Rosa del Parque S.A.	458	5,045	5,503	1,292	1,211	2,503	3,000
Agrícola Los Hualles SpA	1,265	6,893	8,158	97	8,209	8,306	(148)
Vitafoods SpA and Subsidiaries	58,170	28,541	86,711	15,072	3,893	18,965	67,746
Total	475,869	1,272,741	1,748,610	496,428	616,422	1,112,850	635,760

	31-Dec-19						
	Assets		Assets	Liabilities		Liabilities	Equity
	Current	Non-Current	Total	Current	Non-Current	Total	Total
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Balance							
Hortifrut Chile S.A. and Subsidiaries	191,199	163,216	354,415	193,667	79,100	272,767	81,648
Inversiones Hortifrut S.A. and Subsidiaries	223,611	835,329	1,058,940	284,747	384,865	669,612	389,328
Agrícola Vida Nueva S.A.	1,071	9,586	10,657	486	3,177	3,663	6,994
Agrícola El Avellano S.A. and Subsidiaries	1,040	8,763	9,803	2,317	1,758	4,075	5,728
Agrícola Hortifrut S.A.	7,115	41,613	48,728	661	8,395	9,056	39,672
Agrícola Mataquito S.A.	605	16,503	17,108	7,052	6,678	13,730	3,378
Agrícola Santa Rosa del Parque S.A.	676	5,429	6,105	2,060	626	2,686	3,419
Agrícola y Ganadera Sta. Rebeca Ltda.	66	116	182	26	-	26	156
Total	425,383	1,080,555	1,505,938	491,016	484,599	975,615	530,323

	31-Dec-20								
	Operating Revenue	Costs and Expenses	Other Income (expense) per function	Other Income	Taxes	Profit (loss)	Parent Company Result	Non Parent Company Result	Comprehensive Income
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Income Statement									
Hortifrut Chile S.A. and Subsidiaries	185,969	(169,256)	(747)	2,230	(4,882)	13,314	13,313	1	18,218
Inversiones Hortifrut S.A. and Subsidiaries	603,112	(502,186)	(10,391)	(15,664)	(12,281)	62,590	11,181	51,409	66,235
Agrícola Vida Nueva S.A.	3,187	(3,137)	(123)	10	76	13	13	-	149
Agrícola El Avellano S.A. and Subsidiaries	2,386	(2,912)	(3)	(232)	429	(332)	(231)	(101)	(394)
Agrícola Hortifrut S.A. and Subsidiaries	13,085	(15,073)	(444)	(401)	1,132	(1,701)	(1,705)	4	(1,701)
Agrícola Mataquito S.A.	4,399	(4,669)	(28)	(1,194)	510	(982)	(982)	-	(834)
Agrícola Santa Rosa del Parque S.A.	2,022	(1,915)	(719)	(115)	234	(493)	(493)	-	(419)
Agrícola Los Hualles SpA	38	(42)	-	(328)	92	(240)	(240)	-	(240)
Vitafoods SpA and Subsidiaries	18,445	(19,974)	265	(425)	345	(1,344)	(1,344)	-	(1,345)
Total	832,643	(719,164)	(12,190)	(16,119)	(14,345)	70,825	19,512	51,313	79,669

31-Dec-19									
Income Statement	Operating	Costs and	Other	Other	Taxes	Profit (loss)	Parent	Non Parent	Comprehensive
	Revenue	Expenses	Income	Income			Company	Company	Income
	ThUS\$	ThUS\$	(expense) per function ThUS\$	ThUS\$	ThUS\$	ThUS\$	Result ThUS\$	Result ThUS\$	ThUS\$
Hortifrut Chile S.A. and Subsidiaries	185,706	(172,463)	(934)	(2,575)	(2,493)	7,241	7,214	27	4,690
Inversiones Hortifrut S.A. and Subsidiaries	476,311	(430,114)	(7,737)	(24,414)	(1,182)	12,864	2,337	10,527	10,898
Agrícola Vida Nueva S.A.	2,780	(3,319)	40	45	94	(360)	(360)	-	(380)
Agrícola El Avellano S.A. and Subsidiaries	2,430	(2,747)	5	84	(24)	(252)	(273)	21	(252)
Agrícola Hortifrut S.A.	8,788	(11,143)	(1,073)	(31)	706	(2,753)	(2,753)	-	(2,753)
Agrícola Mataquito S.A.	4,447	(5,051)	(13)	(83)	129	(571)	(571)	-	(608)
Agrícola Santa Rosa del Parque S.A.	1,585	(2,065)	108	(143)	117	(398)	(398)	-	(413)
Agrícola y Ganadera Sta Rebeca Ltda	72	(55)	(11)	-	(4)	2	2	-	3
<b>Total</b>	<b>682,119</b>	<b>(626,957)</b>	<b>(9,615)</b>	<b>(27,117)</b>	<b>(2,657)</b>	<b>15,773</b>	<b>5,198</b>	<b>10,575</b>	<b>11,185</b>

31-Dec-20				
Statement of Cash Flows	Operating Flows	Investment Flows	Financing Flows	Total
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Hortifrut Chile S.A. and Subsidiaries	24,716	(612)	(16,125)	7,979
Inversiones Hortifrut S.A. and Subsidiaries	140,046	(154,436)	37,328	22,938
Agrícola Vida Nueva S.A.	1,355	(214)	(1,010)	131
Agrícola El Avellano S.A. and Subsidiaries	(1,275)	(1,197)	2,442	(30)
Agrícola Hortifrut S.A. and Subsidiaries	1,348	(1,183)	-	165
Agrícola Mataquito S.A.	269	(293)	108	84
Agrícola Santa Rosa del Parque S.A.	604	(665)	120	59
Agrícola Los Hualles SpA	(552)	(5,207)	6,301	542
Vitafoods SpA and Subsidiaries	(3,620)	(1,723)	(365)	(5,708)
<b>Total</b>	<b>162,891</b>	<b>(165,530)</b>	<b>28,799</b>	<b>26,160</b>

31-Dec-19				
Statement of Cash Flows	Operating Flows	Investment Flows	Financing Flows	Total
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Hortifrut Chile S.A. and Subsidiaries	24,392	(4,524)	(15,863)	4,005
Inversiones Hortifrut S.A. and Subsidiaries	106,134	134,993	(252,046)	(10,919)
Agrícola Vida Nueva S.A.	303	(360)	56	(1)
Agrícola El Avellano S.A. and Subsidiaries	273	(471)	237	39
Agrícola Hortifrut S.A.	480	(519)	-	(39)
Agrícola Mataquito S.A.	1,241	(1,759)	535	17
Agrícola Santa Rosa del Parque S.A.	511	(193)	(293)	25
Agrícola y Ganadera Sta. Rebeca Ltda.	5	-	-	5
<b>Total</b>	<b>133,339</b>	<b>127,167</b>	<b>(267,374)</b>	<b>(6,868)</b>

## NOTE 17 – INVESTMENTS RECORDED USING THE EQUITY METHOD

The Company has recognized as investment in companies the ownership that it has in the following countries:

Detail per country	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
United States	9,262	9,433
Spain	1	1
Argentina	416	802
Chile	743	1,324
Netherlands	-	380
Portugal	569	-
<b>Total</b>	<b>10,991</b>	<b>11,940</b>

The Company has recognized as investment in associated companies the ownership that it has in the following companies and in accordance with the detailed movement as of December 31, 2020 and December 31, 2019:

Company	RUT	Country	Functional Currency	Interest % Indirect	1-Jan-20 ThUS\$	Investment: ThUS\$	Share of profit of equity- accounted investees ThUS\$	Exchange rate difference ThUS\$	Other increases (decrease) ThUS\$	Balance 31-Dec-20 ThUS\$
Berry Blue LLC	o-E	USA	USD	50.00%	25	986	46	-	-	1,057
Munger Hortifrut N.A. LLC	o-E	USA	USD	50.00%	1,841	-	(78)	-	(1,034)	729
Naturipe Brands LLC	o-E	USA	USD	30.00%	1,844	-	(16)	-	-	1,828
Naturipe Farms LLC	o-E	USA	USD	30.00%	431	-	280	-	(7)	704
Naturipe Value Added Foods LLC	o-E	USA	USD	27.00%	193	-	463	-	(656)	-
Naturipe Value Added Fresh, LLC	o-E	USA	USD	33.33%	5,099	-	(155)	-	-	4,944
S.A.T. Hortifrut H-0030	o-E	Spain	EUR	16.50%	1	-	-	-	-	1
Hortifrut Berries Maroc S.R.L.	o-E	Morocco	MAD	25.50%	-	-	235	(164)	(71)	-
Hortiblu Logistics B.V.	o-E	Netherlands	EUR	50.00%	380	-	-	-	(380)	-
Margesi S.A.	o-E	Argentina	ARS	50.00%	667	-	(540)	280	-	407
San Clemente Vitalberry SpA	o-E	Chile	USD	50.00%	1,287	-	(188)	(356)	-	743
Hortifrut Expofresh S.A.	o-E	Argentina	ARS	50.00%	135	-	(161)	35	-	9
Agricola Los Hualles SpA	76.914.483-8	Chile	USD	40.00%	37	-	-	-	(37)	-
B. Fruit-Comercio Internacional de Fruta S. A.	o-E	Portugal	EUR	11.84%	-	569	-	-	-	569
<b>Total</b>					<b>11,940</b>	<b>1,555</b>	<b>(114)</b>	<b>(205)</b>	<b>(2,185)</b>	<b>10,991</b>

Company	RUT	Country	Functional Currency	Interest % Indirect	1-Jan-19 ThUS\$	Investment: ThUS\$	Share of profit of equity- accounted investees ThUS\$	Exchange rate difference ThUS\$	Other increases (decrease) ThUS\$	Balance 31-Dec-19 ThUS\$
Berry Blue LLC	o-E	USA	USD	50.00%	82	330	(387)	-	-	25
Munger Hortifrut N.A. LLC	o-E	USA	USD	50.00%	20,961	-	(6,172)	-	(12,948)	1,841
Naturipe Brands LLC	o-E	USA	USD	30.00%	1,754	-	90	-	-	1,844
Naturipe Farms LLC	o-E	USA	USD	30.00%	226	-	146	-	59	431
Naturipe Value Added Foods LLC	o-E	USA	USD	27.00%	193	-	-	-	-	193
Naturipe Value Added Fresh, LLC	o-E	USA	USD	33.33%	4,898	-	201	-	-	5,099
S.A.T. Hortifrut H-0030	o-E	Spain	EUR	16.50%	1	-	-	-	-	1
Hortifrut Berries Maroc S.R.L.	o-E	Morocco	MAD	25.50%	(789)	-	(82)	(28)	899	-
Hortiblu Logistics B.V.	o-E	Netherlands	EUR	50.00%	-	-	383	(3)	-	380
Margesi S.A.	o-E	Argentina	ARS	50.00%	829	-	(22)	(140)	-	667
San Clemente Vitalberry SpA	o-E	Chile	USD	50.00%	1,249	-	38	-	-	1,287
Hortifrut Expofresh S.A.	o-E	Argentina	ARS	50.00%	(25)	-	149	11	-	135
Agricola Los Hualles SpA	76.914.483-8	Chile	USD	40.00%	6	-	31	-	-	37
<b>Total</b>					<b>29,385</b>	<b>330</b>	<b>(5,625)</b>	<b>(160)</b>	<b>(11,990)</b>	<b>11,940</b>



The detail of movements as of December 31, 2020 and 2019:

<b>Movement</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
<b>Opening balance as of January 01</b>	<b>11,940</b>	<b>29,385</b>
Share of profit of equity-accounted investees	(114)	(5,625)
Capital contributions	1,555	330
Reclassification Investments (impairment)	(71)	899
Dividends/withdrawal	(1,034)	-
Other adjustments	(1,080)	(12,889)
Adjustment due to exchange rate fluctuations	(205)	(160)
<b>Final Balance</b>	<b>10,991</b>	<b>11,940</b>

a) Capital contributions

Capital contributions during the periods ending December 31, 2020 and 2019 are shown in the following detail:

<b>Capital Contributions (decrease) Company</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
Berry Blue LLC	986	330
B. Fruit-Comercio Internacional de Fruta S. A.	569	-
<b>Total contributions</b>	<b>1,555</b>	<b>330</b>

Contributions to Limited Liability Companies (LLC) in the United States, aim to maintain the interest in said companies.

b) New investments

During the period ending December 31, 2020 a new company has been incorporated:

Investment in Portugal

B. Fruit-Comercio Internacional de Fruta S. A., dated February 07, 2020, Hortifrut acquired an 11.84% interest in this company, in order to continue strengthening our leadership in the commercialization of berries in Europe.

During the period ending December 31, 2019, no new companies were incorporated.

c) Reclassification of investment for sale

During the period ending December 31, 2020 and 2019, no reclassifications of investments for sale took place.

d) Other changes

During the period ending December 31, 2020, the following change took place:

The company Naturipe Value Added Foods LLC, associated company of Hortifrut Import, Inc, as of June 2020, passed onto the consolidation scope, since Hortifrut Import Inc. has taken control, by obtaining a 71.43% participation in this company.

Hortifrut Expofresh S.A., as of December 31, 2020, is at the formalization stage in legal terms.

During the period ending December 31, 2019, the following change took place:

Dated November 30, 2019, Hortifrut Import, Inc and its partner Munger Brothers, LLC, agreed a distribution of assets, without causing the dissolution of the company Munger Hortifrut N.A. LLC, the agreement meant that Hortifrut Import, Inc, incorporated agricultural assets (Land, biological assets and equipment) for the value of US\$28.9 million and inventory for US\$1.5 million, reducing its participation by US\$12.9 million, an additional payment of US\$10.3 million and the liquidation of related accounts.

e) Summarized financial information

Summarized financial information as of the period ending December 31, 2020 and 2019, which is presented below, corresponds to the total assets, liabilities and equity and a summary of the results of associated companies.

31-Dec-20											
<u>Associated</u>	<u>Non-</u>			<u>Non-</u>			<u>Equity</u>	<u>Operating Revenue</u>	<u>Costs and Expenses</u>	<u>Other profit or loss</u>	<u>Net profit (loss)</u>
	<u>Current Assets</u>	<u>Current Assets</u>	<u>Total Assets</u>	<u>Current Liabilities</u>	<u>Current Liabilities</u>	<u>Total Liabilities</u>					
	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>					
Berry Blue LLC	183	2,000	2,183	69	-	69	2,114	412	(1,128)	-	(716)
Munger Hortifrut N.A. LLC	1,582	-	1,582	101	-	101	1,481	409	(158)	(408)	(157)
Naturipe Brands LLC	419	2,000	2,419	2,674	-	2,674	(255)	646	(704)	-	(58)
Naturipe Farms LLC	88,108	1,625	89,733	87,475	-	87,475	2,258	842,201	(841,153)	(114)	934
Naturipe Value Added Fresh, LLC	5,457	2,714	8,171	3,426	-	3,426	4,745	27,428	(27,865)	(27)	(464)
S.A.T. Hortifrut H-0030	9	-	9	3	-	3	6	-	-	-	-
Hortifrut Berries Maroc S.R.L	2,909	1,573	4,482	6,109	-	6,109	(1,627)	3,149	(2,554)	(131)	464
Margesi S.A.	1,792	824	2,616	1,320	481	1,801	815	1,206	(1,558)	-	(352)
San Clemente Vitalberry (Shanghai) SpA	5,609	187	5,796	4,310	-	4,310	1,486	22,403	(22,501)	(278)	(376)
Hortifrut Expofresh S.A.	18	-	18	-	-	-	18	115	(365)	(35)	(285)
<b>Total</b>	<b>106,086</b>	<b>10,923</b>	<b>117,009</b>	<b>105,487</b>	<b>481</b>	<b>105,968</b>	<b>11,041</b>	<b>897,969</b>	<b>(897,986)</b>	<b>(993)</b>	<b>(1,010)</b>

31-Dec-19											
<u>Associated</u>	<u>Non-</u>			<u>Non-</u>			<u>Equity</u>	<u>Operating Revenue</u>	<u>Costs and Expenses</u>	<u>Other profit or loss</u>	<u>Net profit (loss)</u>
	<u>Current Assets</u>	<u>Current Assets</u>	<u>Total Assets</u>	<u>Current Liabilities</u>	<u>Current Liabilities</u>	<u>Total Liabilities</u>					
	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>					
Berry Blue LLC	165	-	165	115	-	115	50	393	(1,167)	-	(774)
Munger Hortifrut N.A. LLC	2,735	1,559	4,294	612	-	612	3,682	-	(9,303)	(3,041)	(12,344)
Naturipe Brands LLC	118	8,047	8,165	2,018	-	2,018	6,147	636	(619)	283	300
Naturipe Farms LLC	79,774	1,774	81,548	80,111	-	80,111	1,437	794,335	(793,266)	(582)	487
Naturipe Value Added Foods LLC	12,114	-	12,114	11,399	-	11,399	715	10,745	(10,745)	-	-
Naturipe Value Added Fresh, LLC	7,276	13,047	20,323	5,025	-	5,025	15,298	27,064	(26,564)	103	603
S.A.T. Hortifrut H-0030	9	-	9	3	-	3	6	-	-	-	-
Hortifrut Berries Maroc S.R.L	1,739	1,702	3,441	5,140	-	5,140	(1,699)	1,881	(1,954)	(88)	(161)
Hortiblue Logistics B.V.	2,022	2,773	4,795	980	3,055	4,035	760	6,940	(6,259)	85	766
Margesi S.A.	1,933	1,207	3,140	1,554	252	1,806	1,334	814	(1,129)	271	(44)
San Clemente Vitalberry (Shanghai) SpA	3,419	98	3,517	943	-	943	2,574	19,003	(18,668)	(259)	76
Hortifrut Expofresh S.A.	957	22	979	709	-	709	270	1,197	(934)	35	298
Agricola Los Hualles SpA	337	1,664	2,001	120	1,789	1,909	92	-	(3)	80	77
<b>Total</b>	<b>112,598</b>	<b>31,893</b>	<b>144,491</b>	<b>108,729</b>	<b>5,096</b>	<b>113,825</b>	<b>30,666</b>	<b>863,008</b>	<b>(870,611)</b>	<b>(3,113)</b>	<b>(10,716)</b>

## NOTE 18 – INTANGIBLE ASSETS OTHER THAN GOODWILL

The detail of the main types of intangible assets is shown as follows:

	<b>Useful Life</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
Varital License	Finite	2,058	4,170
VBM Brand	Indefinite	977	977
Water Rights	Indefinite	469	469
Relationship with Customers	Finite	3,110	2,308
IT programs	Finite	1,240	931
<b>Total</b>		<b>7,854</b>	<b>8,855</b>

### a) Varietal licenses

The acquired varietal licenses are shown at cost of acquisition and are amortized charged to the cost of sale in the measure in which the sales income is generated or by the plant's development cost.

The movement of varietal licenses for the period ending December 31, 2020 and 2019, are shown in the following detail:

<b>Movement</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
Opening balance as of January 01	4,170	10,408
Withdrawals	-	(135)
Amortization / consumption	(2,112)	(6,103)
<b>Closing balance</b>	<b>2,058</b>	<b>4,170</b>

### b) Software

The acquired software is recorded over the acquisition cost base minus accumulated amortization. These assets are amortized during their useful life, estimated at 6 years by the lineal method.

The movement of software for the periods ending December 31, 2020 and 2019, are shown in the following detail:

<b>Movement</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
Opening balance as of January 01	931	591
Investments	524	499
Withdrawals	-	(15)
Amortization	(215)	(144)
<b>Closing balance</b>	<b>1,240</b>	<b>931</b>

The amortization of intangible assets is recorded in the consolidated income statement under the item cost of sales and administration expenses, whichever corresponds.

Management has not observed signs of impairment in relation to intangible assets.

There are no intangible assets in use which are totally amortized.

### c) Other intangibles

The identified intangible assets are detailed as follows:

	<b>Useful Life</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
VBM Brand	Indefinite	977	977
Water Rights	Indefinite	469	469
Relationship with Customers	Finite	3,110	2,308
<b>Total</b>		<b>4,556</b>	<b>3,754</b>

<b>Movement</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
Opening balance as of January 01	3,754	4,021
Investments	1,068	-
Amortization	(266)	(267)
<b>Closing Balance</b>	<b>4,556</b>	<b>3,754</b>

Water rights have an indefinite useful life, since in accordance with the considered factors, there is not a time limit where the asset generates net cash flows for the Company, these are recorded at cost incurred in its purchase.

In accordance with IFRS 3 standard, it is established that, from the date of acquisition, the purchaser must recognize, separate from goodwill, the identifiable assets acquired, the assumed liabilities and any non-parent company interest of the acquired. Therefore, in the acquisition of Vital Berry Marketing, in 2013, intangibles denominated Relationship with Customers and Vitalberry Brand Marketing were generated. (See Note 3.5).

For the periods ending December 31, 2020 and 2019, Management has not observed signs of impairment in relation to intangible assets denominated water rights, relationship with customers and VBM brand.

### d) Intangibles subject to guarantees or restrictions

There are no intangible assets over which there is a restriction in its titles, nor have partial or total guarantees been constituted over them, as of December 31, 2020 and December 31, 2019.

### e) Impairment of Intangibles with indefinite useful life

The Company determines annually if the intangible assets with an indefinite useful life are impaired. This test requires an estimation of 'value in use' of the cash generating units to which Intangibles with an indefinite useful life are associated. The estimation of the value in use requires that Management performs an estimation of the future cash flows of the cash generating unit (or group of CGU's), and that it also defines an appropriate discount rate to calculate the current value of those cash flows.

Management has not observed signs of impairment in relation to intangibles with an indefinite useful life.

NOTE 19 - GOODWILL

Goodwill represents the surplus of the acquisition cost over the fair value of the Company’s interests in the net identifiable assets of the subsidiary or related company on the date of acquisition.

The balance of goodwill compared as of the closing of each period is as follows:

Investor	Issuer	31-Dec-20	31-Dec-19
		ThUS\$	ThUS\$
Hortifrut S.A.	Agrícola El Avellano S.A.	344	344
Hortifrut S.A. de C.V.	Hortifrut ABA S.A. de C.V.	342	342
Hortifrut S.A.	VitalBerry Marketing SPA	26,083	26,083
Hortifrut S.A.	Talsa Chile II SpA	153,001	153,001
	Total	179,770	179,770

The Company determines annually if Goodwill and intangible assets with an indefinite useful life are impaired. This test requires an estimation of ‘value in use’ of the cash generating units to which Goodwill and Intangibles with an indefinite useful life are associated. The estimation of the value in use requires Management performs an estimation of the future cash flows of the cash generating unit (or group of CGU’s), and that it also defines an appropriate discount rate to calculate the current value of those cash flows.

Management has not observed signs of impairment in relation to goodwill.



## NOTE 20 – PROPERTY, PLANT AND EQUIPMENT

As of December 31, 2020, the detail of Property, plant and equipment, is as follows:

	December 31, 2020		
	Gross Value	Accumulated depreciation	Net Value
	ThUS\$	ThUS\$	ThUS\$
Construction and infrastructure works	245,241	(85,034)	160,207
Land	80,465	-	80,465
Machinery and equipment	95,425	(43,240)	52,185
Leased equipment	38,110	(13,723)	24,387
Information Technology (IT) equipment	5,201	(3,171)	2,030
Furniture and supplies	4,169	(2,326)	1,843
Motor vehicles	13,049	(8,169)	4,880
Bearer plants	563,976	(103,581)	460,395
Works in progress	56,041	-	56,041
<b>Total Property, plant and equipment</b>	<b>1,101,677</b>	<b>(259,244)</b>	<b>842,433</b>

As of December 31, 2019, the detail of Property, plant and equipment, is as follows:

	December 31, 2019		
	Gross Value	Accumulated depreciation	Net Value
	ThUS\$	ThUS\$	ThUS\$
Construction and infrastructure works	212,954	(65,525)	147,429
Land	79,321	-	79,321
Machinery and equipment	61,772	(26,548)	35,224
Leased equipment	35,786	(10,871)	24,915
Information Technology (IT) equipment	4,309	(2,465)	1,844
Furniture and supplies	3,796	(2,014)	1,782
Motor vehicles	11,384	(6,996)	4,388
Bearer plants	516,527	(82,937)	433,590
Works in progress	52,003	-	52,003
<b>Total Property, plant and equipment</b>	<b>977,852</b>	<b>(197,356)</b>	<b>780,496</b>

The detail of different categories of Property, plant and equipment and their movements as of December 31, 2020 is as follows:

	Construction & infrastructure works	Land	Machinery & equipment	Leased Equipment	IT Equipment	Furniture & Supplies	Motor Vehicles	Bearer Plants	Works in Progress	Total property, plant and equipment
	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>
<b>As of January 01, 2020</b>										
Cost	212,954	79,321	61,772	35,786	4,309	3,796	11,384	516,527	52,003	977,852
Accumulated depreciation	(65,525)	-	(26,548)	(10,871)	(2,465)	(2,014)	(6,996)	(82,937)	-	(197,356)
<b>Net amount as of 01-01-2020</b>	<b>147,429</b>	<b>79,321</b>	<b>35,224</b>	<b>24,915</b>	<b>1,844</b>	<b>1,782</b>	<b>4,388</b>	<b>433,590</b>	<b>52,003</b>	<b>780,496</b>
Investments	2,082	3,303	4,827	245	750	411	1,707	38,082	61,583	112,990
Merger incorporation	6,956	289	12,297	-	81	116	114	-	-	19,853
Expropriation and write-off	(2,893)	(2,802)	(1,619)	(90)	(201)	(251)	(314)	(17,815)	(1,105)	(27,090)
Accumulated depreciation decrease	496	-	1,453	73	64	123	258	4,758	-	7,225
Reclassifications	21,782	93	8,190	2,385	53	211	58	24,713	(57,485)	-
Depreciation	(16,497)	-	(8,318)	(3,141)	(549)	(560)	(1,340)	(24,510)	-	(54,915)
Exchange rate adjustment	852	261	131	-	(12)	11	9	1,577	1,045	3,874
<b>Net amount as of 31-12-2020</b>	<b>160,207</b>	<b>80,465</b>	<b>52,185</b>	<b>24,387</b>	<b>2,030</b>	<b>1,843</b>	<b>4,880</b>	<b>460,395</b>	<b>56,041</b>	<b>842,433</b>

The detail of the different categories of property, plant and equipment and their movements as of December 31, 2019 is as follows:

	Construction & infrastructure works	Land	Machinery & equipment	Leased Equipment	IT Equipment	Furniture & Supplies	Motor Vehicles	Bearer Plants	Works in Progress	Total property, plant and equipment
	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>
<b>As of January 01, 2019</b>										
Cost	178,467	70,976	54,634	32,895	3,336	9,946	10,083	481,817	20,925	863,079
Accumulated depreciation	(53,162)	-	(21,787)	(7,243)	(1,954)	(1,549)	(5,824)	(78,197)	-	(169,716)
<b>Net amount as of 01-01-2019</b>	<b>125,305</b>	<b>70,976</b>	<b>32,847</b>	<b>25,652</b>	<b>1,382</b>	<b>8,397</b>	<b>4,259</b>	<b>403,620</b>	<b>20,925</b>	<b>693,363</b>
Investments	17,292	8,391	5,019	3,141	742	644	1,281	39,894	60,297	136,701
Expropriation and write-off	(1,634)	(143)	(736)	(21)	(201)	(43)	(245)	(2,338)	(501)	(5,862)
Accumulated depreciation decrease	1,151	-	368	143	197	18	(15)	37	-	1,899
Reclassifications	19,256	195	3,238	(263)	507	(6,731)	267	12,138	(28,607)	-
Depreciation	(13,497)	-	(5,452)	(3,734)	(778)	(498)	(1,153)	(19,434)	-	(44,546)
Exchange rate adjustment	(444)	(98)	(60)	(3)	(5)	(5)	(6)	(327)	(111)	(1,059)
<b>Net amount as of 31-12-2019</b>	<b>147,429</b>	<b>79,321</b>	<b>35,224</b>	<b>24,915</b>	<b>1,844</b>	<b>1,782</b>	<b>4,388</b>	<b>433,590</b>	<b>52,003</b>	<b>780,496</b>



The measuring of Property, plant and equipment, as well as the depreciation criteria for these, is described in Note 3.3.

Assets in Leasing under the item Property, plant and equipment are separately detailed by item in Note 20 letter e).

“Bearer plants” in the item Property, plant and equipment, separated if they are “in development” or “in production”, are detailed in Note 20 letter g).

a) Estimated economic useful life or depreciation rate

The estimated economic useful life per type of asset is described in Note 3.3.3

The residual value and the useful life of the assets are checked, and adjusted if necessary, at each reporting date of the consolidated interim statements of financial position.

b) Insurance

Hortifrut S.A. and subsidiaries have contracted insurance policies to cover the risks that movable goods, vehicles, equipment, plants and machinery are subject to. The Company considers that the hedging of these policies is adequate for risks inherent to its activity (See Note 4.3).

c) Information regarding “Bearer Plants”

Hortifrut’s “Bearer Plants” correspond to berries plantations, that are on leased and own lands.

The Company’s plantations are located in Chile between Coquimbo Region and Los Ríos Region, in Mexico in the states of Jalisco, Michoacán and Sinaloa, in Brazil in Barrio Lagoa Grande, Sn - Senador Amaral, in Spain in the locality of Huelva, in Peru in the locality of Olmos and Trujillo, and in China in the province of Yunnan.

Said geographic dispersion allows the Company to count with a diversified offer during the year, which is complemented by the producer partners that the Company has in USA and in Europe. Thereby, Hortifrut’s trade platforms and distributors can have berries during the 52 weeks of the year. The productive areas also allow greater closeness with the consumption centers. This is the case of plantations located in Mexico which mainly supply the North American market, main berries consumer in the world. Likewise, our plantations in Spain are able to supply part of the European market. Chile and Peru contribute the counter-season production for said markets.

Below is a detail of the hectares planted per type of fruit:

<b>Surface in Hectares</b>	<b><u>31-Dec-20</u></b>	<b><u>31-Dec-19</u></b>
Blueberries	3,259	2,634
Organic Blueberries	792	799
Raspberries	232	182
Blackberries	47	19
Strawberries	27	63
Cherries	217	52
<b>Total Planted Hectares</b>	<b><u>4,574</u></b>	<b><u>3,749</u></b>
Own Hectares	2,773	2,825
Leased Hectares	1,801	924
<b>Total Hectares</b>	<b><u>4,574</u></b>	<b><u>3,749</u></b>
Productive Hectares	3,909	3,378
Non Productive Planted Hectares	665	371
<b>Total Hectares</b>	<b><u>4,574</u></b>	<b><u>3,749</u></b>

d) Loss due to impairment in value

As of December 31, 2020, no events or changes in circumstances have taken place in the business that imply that the book value of Property, plant and equipment may not be recoverable, nevertheless, as is natural in assets denominated “bearer plants”, write-offs are realized when production is not profitable. In the period ending December 31, 2020 there are write-offs for the amount of ThUS\$13,724, as of December 31, 2019, write-offs of “bearer plants” were realized for ThUS\$1,747.

As indicated in Note 3.3.2, if the book value is modified due to the presence of impairment of “bearer plants”, said decrease in value will be directly attributed to the results of the period under the account Other expenses, per function.

e) Financial lease (Property, plant and equipment on leasing)

The net book value as of December 31, 2020 and 2019 of the assets under financial lease, classified as Assets in Leasing under the item Property, plant and equipment, is as follows:

<b>Denomination</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
<b>Construction</b>		
Administrative offices	787	832
Parking administrative offices	32	33
Metallic structure 5.3 hectares	205	219
Metallic structure 2.0 hectares	50	53
Metallic structure roof	191	220
Greenhouse 4.08 hectares	911	984
Greenhouse 4.00 hectares	718	776
Molina Plant	3,837	3,918
<b>Total Construction</b>	<b>6,731</b>	<b>7,035</b>
<b>Land</b>		
Land Molina Plant	236	236
<b>Total Land</b>	<b>236</b>	<b>236</b>
<b>Machinery and equipment</b>		
Machinery and Equipment Peru	10,642	9,901
Blueberries processing line	311	408
IQF processing line	8	65
Molina plant processing line and machinery	797	900
BBC Filling Machine	485	534
BBC Soft Sorter Machine	506	557
Calibrating and classifying machine	1,077	1,183
Plant pots for Greenhouse	1,018	1,114
Sulphur burners	24	26
Nebulizer	930	1,213
Several equipment	125	-
<b>Total Machinery and equipment</b>	<b>15,923</b>	<b>15,901</b>
<b>Motor vehicles</b>		
Trucks and vans	299	316
Truck body work	42	48
Tractors	1,156	1,379
<b>Total motor vehicles</b>	<b>1,497</b>	<b>1,743</b>
<b>General Total</b>	<b>24,387</b>	<b>24,915</b>

Debt associated to these leasings as of December 31, 2020 and 2019, is presented in the item Lease liabilities, current and non-current (leasing) (see Note 24 a).

Debt associated to each item under Property, plant and equipment is detailed as follows:

<b>Leasing Liability</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>	<b>Bank or Financial Institution</b>
<b>Construction</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	
Administrative offices	-	120	Banco Scotiabank
Parking administrative offices	-	4	Banco Scotiabank
Metallic structure 5.3 hectares	-	36	Banco Santander Chile
Metallic structure 2.0 hectares	-	17	Banco Santander Chile
Metallic Structure Roof	72	141	Banco Santander Chile
Greenhouse 4.08 hectares	388	566	Banco de Crédito e Inversiones
Greenhouse 4.00 hectares	242	474	Banco de Crédito e Inversiones
Molina Plant	2,178	2,711	Banco de Crédito e Inversiones
<b>Total Construction</b>	<b>2,880</b>	<b>4,069</b>	
<b>Land</b>			
Land Molina Plant	134	163	Banco de Crédito e Inversiones
<b>Total Land</b>	<b>134</b>	<b>163</b>	
<b>Machinery and equipment</b>			
Machinery and Equipment Peru	-	2,556	Banco de Crédito del Perú
Plant pots for Greenhouse	565	839	Banco de Crédito e Inversiones
Machinery and Equipment Peru	728	2,329	Scotiabank Perú S.A.
Molina plant processing line and machinery	453	623	Banco de Crédito e Inversiones
Calibrating and classifying machine	-	196	Banco de Crédito e Inversiones
Sulphur burners	13	21	Banco de Crédito e Inversiones
Others - surveillance system	5	50	Banco de Crédito del Perú
Nebulizer	24	163	Banco de Crédito del Perú
Others	129	-	GC Rent Chile SpA.
<b>Total Machinery and equipment</b>	<b>1,917</b>	<b>6,777</b>	
<b>Motor vehicles</b>			
Vans and trucks	-	69	Banco de Crédito del Perú
Vans and trucks	-	3	Banco de Crédito e Inversiones
Vans and trucks	15	196	Scotiabank Perú S.A.
Ambulance van	39	-	Banco Continental BBVA
Truck bodywork	58	144	Banco Internacional del Perú S.A.
Van	59	-	Banco Santander Chile
Tractors and equipment	489	1,578	Banco Internacional del Perú S.A.
Tractors	34	234	Banco de Crédito del Perú
<b>Total Motor Vehicles</b>	<b>694</b>	<b>2,224</b>	
<b>General Total</b>	<b>5,625</b>	<b>13,233</b>	

As of December 31, 2020 and 2019, there are no Property, plant and equipment temporarily out of service.

f) Property, plant and equipment totally depreciated

As of December 31, 2020, the detail of Property, plant and equipment which are totally depreciated is as follows:

	<b>Gross Value ThUS\$</b>
Construction and infrastructure works	6,652
Machinery and equipment	8,900
Leased equipment	532
Information Technology (IT) equipment	648
Furniture and supplies	457
Motor vehicles	1,321
<b>Total Property, plant and equipment</b>	<b>18,510</b>

Historic costs are considered.

g) Productive bearer plants, in development or in production.

The book value of “Bearer Plants”, is distributed among plants in development or in production in the following manner:

Bearer Plants	Movement						31-Dec-20 ThUS\$
	1-Jan-20	Additions	Amortization	Transfers	Decrease and/or Reclassification	Exchange rate adjustment	
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
In production	313,737	-	(24,510)	-	(13,057)	1,577	277,747
In development	119,853	38,082	-	24,713	-	-	182,648
<b>Total</b>	<b>433,590</b>	<b>38,082</b>	<b>(24,510)</b>	<b>24,713</b>	<b>(13,057)</b>	<b>1,577</b>	<b>460,395</b>

Bearer Plants	Movimiento						31-Dec-19 ThUS\$
	1-Jan-19	Additions	Amortization	Transfers	Decrease and/or Reclassification	Exchange rate adjustment	
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
In production	335,799	-	(19,434)	-	(2,301)	(327)	313,737
In development	67,821	39,894	-	12,138	-	-	119,853
<b>Total</b>	<b>403,620</b>	<b>39,894</b>	<b>(19,434)</b>	<b>12,138</b>	<b>(2,301)</b>	<b>(327)</b>	<b>433,590</b>

## NOTE 21 – RIGHT OF USE ASSETS

As of December 31, 2020, the detail of Right of Use Assets, is as follows:

	December 31, 2020		
	Gross Value	Accumulated depreciation	Net Value
	ThUS\$	ThUS\$	ThUS\$
<b>Right of Use Assets in Lease</b>			
Construction and infrastructure works	2,453	(1,117)	1,336
Land	74,788	(3,737)	71,051
Machinery and equipment	347	(87)	260
Information Technology (IT) equipment	579	(234)	345
Motor Vehicles	2,366	(819)	1,547
<b>Total Right of Use Assets in Lease</b>	<b>80,533</b>	<b>(5,994)</b>	<b>74,539</b>

As of December 31, 2019, the detail of Right of Use Assets, is as follows:

	December 31, 2019		
	Gross Value	Accumulated depreciation	Net Value
	ThUS\$	ThUS\$	ThUS\$
Construction and infrastructure works	10,638	(553)	10,085
Land	12,168	(1,918)	10,250
Machinery and equipment	577	(96)	481
Information Technology (IT) equipment	425	(70)	355
Motor Vehicles	1,900	(204)	1,696
<b>Total Right of Use Assets in Lease</b>	<b>25,708</b>	<b>(2,841)</b>	<b>22,867</b>

The detail of Right of Use Assets, as per the different categories of Property, plants and equipment and their movements as of December 31, 2020 and 2019 is as follows:

Right of Use Asset	Construction	Land	Machinery	Information Technology (IT) Equipment	Motor Vehicles	Total Right of Use Assets
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
<b>As of January 01, 2020</b>						
Cost or valuation	10,638	12,168	577	425	1,900	25,708
Accumulated depreciation	(553)	(1,918)	(96)	(70)	(204)	(2,841)
<b>Net amount as of 01-01-2020</b>	<b>10,085</b>	<b>10,250</b>	<b>481</b>	<b>355</b>	<b>1,696</b>	<b>22,867</b>
Investments	159	54,320	347	154	1,105	56,085
Incorporation per merger	-	78	-	-	-	78
Expropriation and Write-offs	(134)	(110)	(577)	-	(639)	(1,460)
Accumulated depreciation Decrease	82	80	208	-	101	471
Reclassification AF class	(8,309)	8,309	-	-	-	-
Depreciation	(550)	(1,945)	(199)	(165)	(716)	(3,575)
Exchange rate adjustment	3	69	-	1	-	73
<b>Net amount as of 31-12-2020</b>	<b>1,336</b>	<b>71,051</b>	<b>260</b>	<b>345</b>	<b>1,547</b>	<b>74,539</b>

	Construction	Land	Machinery	Information Technology (IT) Equipment	Motor Vehicles	Total Right of Use Assets
Right of Use Asset	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>
As of January 01, 2019	10,662	12,018	577	425	1,900	25,582
Expropriation and Write-offs	(119)	(21)	-	-	-	(140)
Accumulated depreciation Decrease	22	7	-	-	-	29
Depreciation	(480)	(1,754)	(96)	(70)	(204)	(2,604)
<b>Net amount as of 31-12-2019</b>	<b>10,085</b>	<b>10,250</b>	<b>481</b>	<b>355</b>	<b>1,696</b>	<b>22,867</b>

The measuring of Right of Use Assets, the same as their depreciation criteria, is described in Note 3.24

a) Estimated economic useful life or depreciation rates

The useful life is defined by the duration of the corresponding contracts, right of use depreciation is recognized monthly, said depreciation is calculated lineally during the term of the lease.

The Company does not maintain a residual value for this type of assets.

b) Insurances

Hortifrut S.A. and subsidiaries have contracted insurance policies to cover the risks that constructions, machinery, equipment and vehicles under lease are subject to. The Company considers that the hedging of these policies is adequate for the risks inherent to their activity (See Note 4.3).



## NOTE 22 – CURRENT INCOME TAX AND DEFERRED TAXES

In the period ending December 31, 2020, we proceeded to calculate and record taxable net income with a 27% rate (as of December 31, 2019 with the same rate), based on what was established by Law N° 20.780, Tax Reform, published in the Diario Oficial (Official Newspaper) on September 29, 2014.

The aforementioned Law establishes that since Hortifrut S.A. is a publicly traded company, as a general rule the “Partially Integrated Tax System” is applied to it.

In the other countries where Hortifrut has subsidiaries and associates, the corresponding tax rates are applied in accordance with the valid law.

Deferred tax assets and liabilities are offset if the right to offset the current tax assets and liabilities has been legally recognized and the deferred taxes refer to the same entity and tax authority.

### a) Current income tax

The Company and subsidiaries maintain as of December 31, 2020, a current income tax provision of ThUS\$21,558 (ThUS\$9,472 as of December 31, 2019), which is presented net of credits applicable against income tax as of these same dates for ThUS\$21,465 (ThUS\$18,764 as of December 31, 2019). In this manner, when presented net in the statement of financial position, as of December 31, 2020, an income tax provision balance of ThUS\$93 (ThUS\$9,292 as of December 31, 2019 of recoverable tax) is presented.

Provisional payments and other credits that are applied to current income tax are detailed below:

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
<b>Detail Recoverable Tax</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Monthly provisional payments	19,730	18,471
Personnel training	341	293
Other Credits	1,394	-
Donations Law	-	-
<b>Total Credits</b>	<b>21,465</b>	<b>18,764</b>
Income tax provision	(21,558)	(9,472)
<b>Total Credits (Income Tax Provision)</b>	<b>(93)</b>	<b>9,292</b>

### b) Deferred taxes

Deferred taxes correspond to the amount of tax over profits that Hortifrut and subsidiaries will have to pay (liabilities) or recover (assets) in future periods, related with temporary differences between the fiscal or tax base and the accounting book value of certain assets and liabilities.

The main deferred tax asset corresponds to the tax loss of Hortifrut and subsidiaries, which will be recovered in future periods. The main deferred tax liability payable in future periods, corresponds to the temporary differences originated by fair value adjustment of bearer plants and the revaluation of Property, plant and equipment (land and other fixed assets) as of the transition date to IFRS.

Deferred tax assets and liabilities as of December 31, 2020 and 2019, refer to the following concepts:

	<b>31-Dec-20</b>		<b>31-Dec-19</b>	
	<b>Deferred tax assets</b>	<b>Deferred tax liabilities</b>	<b>Deferred tax assets</b>	<b>Deferred tax liabilities</b>
<b>Detail</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Manufacturing expenses	-	6,008	-	2,477
Valuation bearer plants	-	77,963	-	73,715
Land appraisals	-	8,205	-	8,205
Advanced revenue	2,595	-	697	-
Tax loss	21,946	-	20,790	-
Provisions	4,730	-	610	-
Lease (Right of Use)	-	4,462	-	4,764
Intangibles	-	562	-	990
Fixed asset	-	6,526	-	8,332
Forward hedging	-	-	1,304	-
Price adjustments	-	1,350	258	-
Lease liabilities and others	7,100	-	4,050	159
FV Fruit on plants	-	-	-	237
Non-realized profits in investment	419	-	282	-
Offsetting for deferred tax liabilities	(16,325)	(16,325)	(9,540)	(9,540)
<b>Total</b>	<b>20,465</b>	<b>88,751</b>	<b>18,451</b>	<b>89,339</b>

Deferred tax hedging is presented net of other comprehensive income.

Deferred taxes have not been recognized for the temporary differences between the tax and accounting value generated by investments in Subsidiaries, so, deferred tax due to adjustments in conversion directly recorded in net equity, exposed in the other comprehensive income statement is also not recognized.

As of December 31, 2020, the deferred tax asset originated by tax loss reached the amount of ThUS\$21,946 (ThUS\$20,790 as of December 31, 2019) which are chargeable to the profits which could be generated in the future in companies that present said condition, as per the following detail:

		<b>31-Dec-20</b>	<b>31-Dec-19</b>
		<b>ThUS\$</b>	<b>ThUS\$</b>
Hortifrut S.A. de C.V.	Mexico	13,107	11,733
Hortifrut S.A.	Chile	516	4,211
Ag. Mataquito S.A.	Chile	2,207	1,579
Ag. El Avellano S.A.	Chile	1,994	1,782
Hortifrut España Southern Sun SL and Subsidiaries	Spain	1,141	585
Berrygood Comercial Importadora	Brazil	374	469
Hortifrut Management SpA	Chile	647	-
Vitafoods SpA	Chile	1,329	-
Ag. Santa Rosa del Parque S.A.	Chile	158	203
Hortifrut Europa SL	Spain	262	35
Hortifrut Argentina S.A.	Argentina	24	67
Ag. y Gand. Santa Rebeca Ltda.	Chile	5	7
Ag. Hortifrut S.A.	Chile	134	119
Ag. El Pampino S.A.	Chile	48	-
<b>Total</b>		<b>21,946</b>	<b>20,790</b>

Regarding the statute of limitations of the tax loss susceptible to be charged to future profits, we can state that in the case of those generated in companies constituted in Chile, Peru, Brazil and Spain, these do not prescribe. In Mexico, these have a tax loss carry forward expire of 10 years and Argentina 5 years.

Movement in deferred tax asset balances as of December 31, 2020 and 2019 is as follows:

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b><u>ThUS\$</u></b>	<b><u>ThUS\$</u></b>
<b>Opening balance</b>	<b>18,451</b>	<b>26,637</b>
Provisions	4,120	(2,283)
Tax loss	1,156	2,633
Forward hedging	(1,304)	811
Advanced income	1,898	(1,063)
Lease liabilities and others	3,050	1,236
Price adjustment	(258)	33
Non-realized profit in investments	137	(13)
Offsetting for deferred tax liabilities	(6,785)	(9,540)
<b>Final Balance</b>	<b><u>20,465</u></b>	<b><u>18,451</u></b>

Movement in deferred tax liabilities as of December 31, 2020 and 2019 is as follows:

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b><u>ThUS\$</u></b>	<b><u>ThUS\$</u></b>
<b>Opening balance</b>	<b>89,339</b>	<b>106,966</b>
Manufacturing expenses	3,531	812
Land appraisal	-	153
Fixed asset	(1,806)	(4,469)
Intangibles	(428)	(9)
Lease (Right of Use)	(302)	555
Valuation bearer plants	4,248	(4,281)
Price adjustment	1,350	-
Others	(159)	159
FV fruit on plants	(237)	(1,007)
Offsetting for deferred tax liabilities	(6,785)	(9,540)
<b>Final balance</b>	<b><u>88,751</u></b>	<b><u>89,339</u></b>

Income tax expense (gain) and deferred gains tax for the periods ending December 31, 2020 and 2019 have the following detail:

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
<b><u>Detail</u></b>	<b><u>ThUS\$</u></b>	<b><u>ThUS\$</u></b>
Current tax expense	22,379	9,348
Tax benefit due to tax loss	(4,626)	(16)
Deferred tax effect	(4,840)	(8,630)
Adjustment previous year	(156)	291
Adjustment of exchange rate conversion	(618)	(73)
<b>Total</b>	<b><u>12,139</u></b>	<b><u>920</u></b>

The following is the detail of income tax expense (gain) and deferred gains tax conciliation, using the legal rate with the tax expense, using the effective rate:

	31-Dec-20		31-Dec-19	
	ThUS\$	%	ThUS\$	%
<b>Tax expense (income) using the legal rate</b>	<b>20,643</b>	<b>27.00%</b>	<b>3,138</b>	<b>27.00%</b>
Tax effect of rates in other jurisdictions	(6,887)	(9.01%)	(5,423)	(46.66%)
Tax effect of non-taxable operating income	(5,081)	(6.65%)	(2,683)	(23.08%)
Tax effect of non-deductible tax expense	6,654	8.70%	4,936	42.47%
Tax effect of fiscal currency other than functional currency	(3,034)	(3.97%)	797	6.86%
Tax effect of tax provided in excess previous periods	(156)	(0.20%)	155	1.33%
<b>Total tax expense adjustment using the legal rate</b>	<b>(8,504)</b>	<b>(11.13%)</b>	<b>(2,218)</b>	<b>(19.08%)</b>
<b>Tax expense using the effective rate</b>	<b>12,139</b>	<b>15.87%</b>	<b>920</b>	<b>7.92%</b>



## NOTE 23 – OTHER FINANCIAL LIABILITIES

As of December 31, 2020 and 2019, Hortifrut y subsidiaries maintain financial liabilities, which are detailed below:

### Other current financial liabilities

	<b>31-Dec-20</b> <b>ThUS\$</b>	<b>31-Dec-19</b> <b>ThUS\$</b>
Obligations with banks and financial institutions	109,458	171,462
Bonds	1,479	1,481
Cross Currency Swap Operations	-	155
Forwards currency operations	289	3,247
<b>Total current bank obligations</b>	<b>111,226</b>	<b>176,345</b>

### Other non-current financial liabilities

	<b>31-Dec-20</b> <b>ThUS\$</b>	<b>31-Dec-19</b> <b>ThUS\$</b>
Obligations with banks and financial institutions	280,674	183,364
Bonds	93,129	92,174
Cross Currency Swap Operations	4,833	2,924
Forwards currency operations	-	1,062
<b>Total non-current obligations</b>	<b>378,636</b>	<b>279,524</b>



**Detail of balance and maturities**

a) Obligations with Banks and financial institutions, grouped by maturity, as of December 31, 2020 and 2019 are as follows:

										Current		Total Current	Non-current					Total Non-current
										Maturity up to 1 month		31-Dec-20	Maturity 1 to 2 years	Maturity 2 to 3 years	from 3 to 4 years	from 4 to 5 years	5 or more years	31-Dec-20
										Effective Annual		Nominal Annual						
										Rate	Rate		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Debtors Company	RIT	Country	Creditor Bank	Currency	Amortization	Rate	Rate											
Agrícola El Pampino S.A.	76.884.880-7	Chile	Banco Santander Chile	US\$	Annual	2,46%	2,46%	-	-	-	-	401	-	-	-	-	-	-
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco Rabofinancie Chile	US\$	Annual	4,29%	4,29%	-	-	-	-	188	188	175	175	175	175	1,325
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco Santander Chile	US\$	Annual	2,46%	2,46%	-	-	-	-	501	-	-	-	-	-	-
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco Santander Chile	US\$	Annual	2,46%	2,46%	-	-	-	-	501	-	-	-	-	-	-
Agrícola Santa Rosa del Parque S.A.	99.584.440-0	Chile	Banco Rabofinancie Chile	US\$	Annual	4,29%	4,29%	-	-	-	-	125	125	117	117	116	416	883
Agrícola Santa Rosa del Parque S.A.	99.584.440-0	Chile	Banco Santander Chile	US\$	Annual	2,46%	2,46%	-	-	-	-	501	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Scotiabank	US\$	Annual	2,41%	2,41%	-	-	-	-	3,056	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Scotiabank	US\$	Annual	2,41%	2,41%	-	-	-	-	5,094	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Scotiabank	US\$	Annual	2,41%	2,41%	-	-	-	-	5,094	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Scotiabank	US\$	Annual	2,41%	2,41%	-	-	-	-	5,094	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Scotiabank	US\$	Annual	2,41%	2,41%	-	-	-	-	4,075	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Scotiabank	US\$	Annual	2,41%	2,41%	-	-	-	-	4,075	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco de Crédito e Inversiones	US\$	Annual	1,80%	1,80%	15,002	-	-	-	15,002	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco China Construction Bank Corp.	US\$	Annual	3,12%	3,12%	-	-	-	-	5,120	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco China Construction Bank Corp.	US\$	Annual	3,12%	3,12%	-	-	-	-	5,120	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco China Construction Bank Corp.	US\$	Annual	3,12%	3,12%	-	-	-	-	5,120	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Latinoamericano de Comercio Exterior, S.A.	US\$	Annual	0,60%	0,60%	5,001	-	-	-	5,001	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Latinoamericano de Comercio Exterior, S.A.	US\$	Annual	0,60%	0,60%	2,000	-	-	-	2,000	-	-	-	-	-	-
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco Santander Chile	US\$	Annual	5,00%	5,00%	30	-	-	-	30	-	-	-	-	-	-
Hortifrut España Southern Sun SL	0-E	Spain	Banco Santander Central Hispano S.A.	EUR	Quarter	1,15%	1,15%	-	-	-	-	787	2,343	3,130	-	-	-	-
Hortifrut España Southern Sun SL	0-E	Spain	Banco Bilbao Vizcaya Argentaria	EUR	Biannual	1,16%	1,16%	-	-	-	-	1,570	1,556	3,126	1,565	-	-	1,565
Hortifrut España Southern Sun SL	0-E	Spain	La Caixa	EUR	Quarter	1,10%	1,10%	392	-	-	-	1,165	1,557	782	-	-	-	782
Hortifrut España Southern Sun SL	0-E	Spain	Bankinter	EUR	Monthly	1,10%	1,10%	77	155	701	933	236	-	-	-	-	-	236
Hortifrut España Southern Sun SL	0-E	Spain	Banco Sabadell	EUR	Monthly	1,10%	1,10%	57	103	465	625	468	-	-	-	-	-	468
Hortifrut España Southern Sun SL	0-E	Spain	Banco Santander Central Hispano S.A.	EUR	Quarter	1,95%	1,95%	-	-	-	792	928	1,231	1,255	424	-	-	3,838
HFE Berries Perú S.A.C.	0-E	Peru	Banco de Crédito del Perú	US\$	Monthly	5,50%	5,50%	8	-	-	-	8	-	-	-	-	-	-
HFE Berries Perú S.A.C.	0-E	Peru	Cooperatiere Rabobank U.A.	US\$	Monthly	2,47%	2,47%	134	-	-	-	134	3,636	3,636	3,636	3,636	5,456	20,000
HFE Berries Perú S.A.C.	0-E	Peru	Banco Bilbao Vizcaya Argentina	US\$	Monthly	3,29%	3,29%	15	342	1,032	1,389	1,394	1,415	1,437	363	-	-	4,609
Hortifrut S.A.	96.896.990-0	Chile	Banco Estado	CLP	Annual	1,00%	1,00%	-	-	-	54	54	-	-	-	-	-	-
Hortifrut S.A.	96.896.990-0	Chile	Banco Estado	US\$	Annual	5,14%	2,38%	-	-	-	330	330	662	664	665	666	-	2,657
Hortifrut S.A.	96.896.990-0	Chile	Banco Estado	US\$	Annual	5,14%	2,38%	-	-	-	1,489	1,489	2,982	2,987	2,992	2,997	-	11,958
Hortifrut S.A.	96.896.990-0	Chile	Banco Estado	US\$	Annual	5,14%	2,38%	-	-	-	1,489	1,489	2,982	2,987	2,992	2,997	-	11,958
Hortifrut S.A.	96.896.990-0	Chile	Banco de Crédito e Inversiones	US\$	Annual	5,20%	2,50%	-	-	-	3,782	3,782	3,538	3,544	4,450	4,457	21,512	37,501
Hortifrut S.A.	96.896.990-0	Chile	Banco de Crédito e Inversiones	CLP	Annual	0,40%	0,40%	-	-	-	85	85	-	-	-	-	-	-

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Currency	Type of Amortization	Effective Annual Rate	Nominal Annual Rate	Current			Total Current 31-Dec-19	Non-current					Total Non-Current 31-Dec-19
				Maturity up to 1 month	1 to 3 months	3 to 12 months		Maturity 1 to 2 years	Maturity 2 to 3 years	from 3 to 4 years	from 4 to 5 years	5 or more years	
				ThUS\$	ThUS\$	ThUS\$		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
US\$	Annual	3.55%	3.55%	-	403	-	403	-	-	-	-	-	-
US\$	Annual	6.26%	6.03%	-	-	1,542	1,542	-	-	-	-	-	-
US\$	Annual	3.55%	3.55%	-	503	-	503	-	-	-	-	-	-
US\$	Annual	3.55%	3.55%	-	503	-	503	-	-	-	-	-	-
US\$	Annual	5.58%	5.31%	-	-	92	92	-	-	-	-	-	-
US\$	Annual	6.23%	6.01%	-	-	925	925	-	-	-	-	-	-
US\$	Annual	4.43%	4.43%	-	81	-	81	-	-	-	-	-	-
US\$	Annual	3.55%	3.55%	-	503	-	503	-	-	-	-	-	-
US\$	Annual	2.41%	2.41%	-	4,010	-	4,010	-	-	-	-	-	-
US\$	Annual	2.41%	2.41%	-	4,010	-	4,010	-	-	-	-	-	-
US\$	Annual	2.30%	2.30%	-	-	5,028	5,028	-	-	-	-	-	-
US\$	Annual	2.35%	2.35%	-	5,016	-	5,016	-	-	-	-	-	-
US\$	Annual	2.30%	2.30%	-	-	5,028	5,028	-	-	-	-	-	-
US\$	Annual	2.41%	2.41%	-	4,010	-	4,010	-	-	-	-	-	-
US\$	Annual	2.61%	2.61%	-	5,025	-	5,025	-	-	-	-	-	-
US\$	Annual	2.61%	2.61%	-	5,033	-	5,033	-	-	-	-	-	-
US\$	Annual	2.61%	2.61%	-	5,033	-	5,033	-	-	-	-	-	-
US\$	Annual	2.61%	2.61%	-	5,025	-	5,025	-	-	-	-	-	-
US\$	Annual	2.61%	2.61%	-	5,033	-	5,033	-	-	-	-	-	-
US\$	Annual	2.55%	2.55%	-	5,027	-	5,027	-	-	-	-	-	-
US\$	Annual	2.55%	2.55%	-	5,027	-	5,027	-	-	-	-	-	-
US\$	Annual	2.55%	2.55%	-	5,027	-	5,027	-	-	-	-	-	-
US\$	Annual	2.57%	2.57%	-	5,007	-	5,007	-	-	-	-	-	-
US\$	Annual	2.57%	2.57%	-	5,007	-	5,007	-	-	-	-	-	-
US\$	Annual	2.61%	2.61%	-	4,019	-	4,019	-	-	-	-	-	-
US\$	Annual	2.60%	2.60%	-	6,027	-	6,027	-	-	-	-	-	-
US\$	Annual	2.51%	2.51%	-	-	-	5,012	-	-	-	-	-	-
US\$	Annual	2.59%	2.59%	-	3,006	-	3,006	-	-	-	-	-	-
US\$	Annual	2.58%	2.58%	-	6,039	-	6,039	-	-	-	-	-	-
US\$	Annual	2.58%	2.58%	-	6,039	-	6,039	-	-	-	-	-	-
CLP	Annual	0.70%	0.70%	-	-	6	6	-	-	-	-	-	-

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Debtor Company	RUT	Country	Creditor Bank	Currency	Type of Amortization	Effective	Nominal	Current			Total Current	Non-current					Total Non-Current
						Annual Rate	Annual Rate	Maturity up to 1 month	1 to 3 months	3 to 12 months	31-Dec-19	Maturity 1 to 2 years	Maturity 2 to 3 years	from 3 to 4 years	from 4 to 5 years	5 or more years	31-Dec-19
								ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Horitfruit Chile S.A.	99.524.450-0	Chile	Banco Estado	CLP	Annual	0,35%	0,35%	-	-	140	140	-	-	-	-	-	-
Horitfruit Chile S.A.	99.524.450-0	Chile	Banco Itaú	US\$	Annual	2,53%	2,53%	-	5,026	-	5,026	-	-	-	-	-	-
Horitfruit Chile S.A.	99.524.450-0	Chile	Banco Itaú	US\$	Annual	2,53%	2,53%	-	5,026	-	5,026	-	-	-	-	-	-
Horitfruit Chile S.A.	99.524.450-0	Chile	Banco Itaú	US\$	Annual	2,53%	2,53%	-	5,025	-	5,025	-	-	-	-	-	-
Horitfruit Chile S.A.	99.524.450-0	Chile	Banco Santander Chile	US\$	Annual	2,54%	2,54%	-	4,019	-	4,019	-	-	-	-	-	-
Horitfruit Chile S.A.	99.524.450-0	Chile	Banco Santander Chile	US\$	Annual	2,54%	2,54%	-	4,019	-	4,019	-	-	-	-	-	-
Horitfruit España Southern Sun SL	0-E	Spain	Banco Santander Central Hispano S.A.	EUR	Monthly	1,40%	1,40%	119	239	-	358	-	-	-	-	-	-
Horitfruit España Southern Sun SL	0-E	Spain	Banco Santander Central Hispano S.A.	EUR	Quarter	1,15%	1,15%	-	700	2,113	2,813	2,846	-	-	-	-	2,846
Horitfruit España Southern Sun SL	0-E	Spain	Banco Bilbao Vizcaya Argentaria	EUR	Biannual	1,16%	1,16%	-	1,435	1,403	2,838	2,830	1,427	-	-	-	4,257
Horitfruit España Southern Sun SL	0-E	Spain	La Caixa	EUR	Quarter	1,10%	1,10%	358	-	1,050	1,408	1,414	713	-	-	-	2,127
Horitfruit España Southern Sun SL	0-E	Spain	Bankinter	EUR	Monthly	1,10%	1,10%	72	140	632	844	779	287	-	-	-	1,066
Horitfruit España Southern Sun SL	0-E	Spain	Banco Sabadell	EUR	Monthly	1,10%	1,10%	46	93	419	558	517	474	-	-	-	991
HFE Berries Perú S.A.C.	0-E	Peru	Banco de Crédito del Perú	US\$	Monthly	5,50%	5,50%	4	-	-	4	-	-	-	-	-	-
HFE Berries Perú S.A.C.	0-E	Peru	Sofiabank Perú S.A.	US\$	Monthly	5,50%	5,50%	-	2,063	1,800	3,863	3,600	3,600	3,600	-	-	10,800
Euroberry Marketing S.A.	0-E	Spain	Banco Santander Central Hispano S.A.	US\$	Monthly	2,39%	2,39%	-	4,361	-	4,361	-	-	-	-	-	-
Euroberry Marketing S.A.	0-E	Spain	La Caixa	US\$	Monthly	0,99%	0,99%	-	1,718	-	1,718	-	-	-	-	-	-
Euroberry Marketing S.A.	0-E	Spain	Bankinter	EUR	Monthly	2,44%	2,44%	-	1,119	-	1,119	-	-	-	-	-	-
Horitfruit S.A.	96.896.990-0	Chile	Banco Estado	CLP	Annual	0,70%	0,70%	-	-	4	4	-	-	-	-	-	-
Horitfruit S.A.	96.896.990-0	Chile	Banco Estado	CLP	Annual	0,30%	0,30%	-	-	47	47	-	-	-	-	-	-
Horitfruit S.A.	96.896.990-0	Chile	Banco Estado	CLP	Annual	0,30%	0,30%	-	-	54	54	-	-	-	-	-	-
Horitfruit S.A.	96.896.990-0	Chile	Banco Estado	US\$	Annual	5,14%	4,04%	-	-	2	2	326	662	664	665	665	2,982
Horitfruit S.A.	96.896.990-0	Chile	Banco Estado	US\$	Annual	5,14%	4,04%	-	-	8	8	1,468	2,982	2,987	2,992	2,997	13,426
Horitfruit S.A.	96.896.990-0	Chile	Banco Estado	US\$	Annual	5,14%	4,04%	-	-	8	8	1,468	2,982	2,987	2,992	2,997	13,426
Horitfruit S.A.	96.896.990-0	Chile	Banco de Crédito e Inversiones	US\$	Annual	5,20%	4,07%	-	-	3,848	3,848	2,634	3,538	3,543	4,450	25,970	40,135
Horitfruit S.A.	96.896.990-0	Chile	Banco de Crédito e Inversiones	CLP	Annual	0,40%	0,40%	-	-	-	-	74	-	-	-	-	74
Horitfruit S.A.	96.896.990-0	Chile	Banco de Crédito e Inversiones	CLP	Annual	0,40%	0,40%	-	-	-	-	4	-	-	-	-	4
Horitfruit S.A.	96.896.990-0	Chile	Banco de Chile	US\$	Annual	5,39%	4,25%	-	-	4,189	4,189	4,107	4,137	4,145	4,152	4,161	20,702
Horitfruit S.A.	96.896.990-0	Chile	Banco Subfinancie Chile	US\$	Annual	5,47%	4,37%	-	-	-	-	2,838	5,750	5,757	5,765	5,773	25,883
Horitfruit S.A.	96.896.990-0	Chile	Banco Santander Chile	CLP	Annual	0,30%	0,30%	-	-	132	132	-	-	-	-	-	-
HF Sorbusand S de RL	0-E	Mexico	HSBC México SA, Institución de Banca Múltiple	US\$	Annual	4,08%	4,08%	188	374	1,688	2,250	938	-	-	-	-	938
Horitfruit-Peru SAC	0-E	Peru	Metropolitán Life Insurance Company	US\$	Biannual	5,20%	5,13%	-	397	-	397	-	2,683	3,142	3,142	20,406	29,373
Agrícola Vida Nueva S.A.	96.996.290-X	Chile	Banco Santander Chile	US\$	Annual	3,55%	3,55%	-	302	-	302	-	-	-	-	-	-
Asian Berry Ltd	0-E	China	Communications Bank Yunnan Branch	RMB	Annual	5,46%	5,46%	24	-	-	24	4,029	3,358	4,029	2,918	-	14,334
Total								10.815	130.469	30.458	171.462	29.868	32.597	30.854	27.076	62.969	183.364

b) Bonds – Obligations with the Public

Bonds – Obligations with the Public, grouped by maturity, are detailed below, as of December 31, 2020 and 2019:

								</									

c) Cross Currency Swap Operations

The detail of the derivative instruments' portfolio as of December 31, 2020 and 2019 is as follows:

<u>LIABILITIES</u>			Capital	Mark to Market Value	
Hedging instruments			Balance	31-Dec-20	31-Dec-19
			ThUS\$	ThUS\$	ThUS\$
<u>Entities</u>	<u>Instruments</u>	<u>Type</u>			
Banco Scotiabank	Cross Currency Swaps CLP/USD	Currency	-	-	5
Banco Santander Central Hispano S.A.	Cross Currency Swaps - USD/EUR	Currency	-	-	150
Total Current			-	-	155
Banco Santander Central Hispano S.A.	Cross Currency Swaps - USD/EUR	Currency	-	-	24
Banco de Crédito e Inversiones	Cross Currency Swaps - USD	Rate	40,500	4,833	2,900
Total Non-Current			40,500	4,833	2,924

The total of the fair value of these derivative instruments are recognized in other comprehensive income.

Swaps cover the significant variations in cash flows associated to the market risk implicit in the increases in LIBOR interest rate of 6 months for long term credits originated by investments. These contracts are recorded as cash flow hedging contracts.

The type of fees indicated in the forwards, are presented from the company's perspective, for banks it is the opposite.

d) Currency Forwards operations:

The details of currency forwards operations held by Hortifrut and subsidiaries as of December 31, 2020 and 2019, is as follows:

								Mark to Market								
Company	Bank	Contract Type	Fees Type	Currency	Liabilities		Closing Value	Net Effect	Maturity up to					Total Current	Maturity	Total Non-Current
					Amount	Currency	Amount	Offsetting	1 to 3 months	3 to 6 months	6 to 9 months	9 to 12 months	31-Dec-20	1 to 2 years	31-Dec-20	
					ThUS\$		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
Agrícola Mataquito SA	Banco Santander Chile	Offsetting	Sale	USD	356	CLP	352	(4)	3	1	-	-	4	-	-	
Agrícola Mataquito SA	Credicorp Capital	Offsetting	Sale	USD	354	CLP	351	(3)	2	1	-	-	3	-	-	
Agrícola Santa Rosa Del Parque S.A	Banco Santander Chile	Offsetting	Sale	USD	164	CLP	162	(2)	2	-	-	-	2	-	-	
Agrícola Santa Rosa Del Parque S.A	Credicorp Capital	Offsetting	Sale	USD	259	CLP	257	(2)	2	-	-	-	2	-	-	
Agrícola Vida Nueva S.A.	Banco Santander Chile	Offsetting	Sale	USD	232	CLP	229	(3)	3	-	-	-	3	-	-	
Agrícola Vida Nueva S.A.	Credicorp Capital	Offsetting	Sale	USD	538	CLP	533	(5)	4	1	-	-	5	-	-	
Agrícola El Avellano S.A.	Banco Santander Chile	Offsetting	Purchase	USD	774	CLP	725	(49)	43	6	-	-	49	-	-	
Agrícola El Pampino S.A.	Banco Santander Chile	Offsetting	Purchase	USD	1,079	CLP	1,011	(68)	64	4	-	-	68	-	-	
Hortifrut Chile S.A.	Banco Scotiabank	Offsetting	Sale	USD	586	CLP	583	(3)	-	-	-	-	-	-	-	
Hortifrut Chile S.A.	Banco Scotiabank	Offsetting	Sale	EUR	1,000	USD	997	(3)	6	-	-	-	6	-	-	
Hortifrut Chile S.A.	Credicorp Capital	Offsetting	Sale	USD	4,317	CLP	4,241	(76)	46	29	-	-	75	-	-	
Hortifrut Chile S.A.	Banco Estado	Offsetting	Sale	USD	1,910	CLP	1,883	(27)	19	8	-	-	27	-	-	
Hortifrut Chile S.A.	Banco de Chile	Offsetting	Sale	USD	1,910	CLP	1,909	(1)	3	1	-	-	4	-	-	
Hortifrut S.A.	Banco Estado	Offsetting	Sale	USD	1,069	CLP	1,053	(16)	14	2	-	-	16	-	-	
Hortifrut S.A.	Credicorp Capital	Offsetting	Sale	USD	1,342	CLP	1,319	(23)	20	3	-	-	23	-	-	
Hortifrut S.A.	Banco de Chile	Offsetting	Sale	USD	1,069	CLP	1,068	(1)	2	-	-	-	2	-	-	
Total					31-Dec-20	16,959		16,673	(286)	233	56	-	-	289	-	-





										Mark to Market									
Company	Bank	Contract Type	Type	Fees		Liabilities		Closing Value	Net Effect	Maturity up to					Total Current	Maturity	Total Non-Current		
				Currency	Amount	Currency	Amount	Offsetting	1 to 3 months	3 to 6 months	6 to 9 months	9 to 12 months	31-Dec-19	1 to 2 years	31-Dec-19				
					ThUS\$	ThUS\$	ThUS\$									ThUS\$	ThUS\$		
Agric. Santa Rosa del Parque S.A.	Credicorp Capital	Offsetting	Sale	CLP	672	USD	635	(37)		2	1	7	14	24	14	14			
Agric. Santa Rosa del Parque S.A.	Banco Santander Chile	Offsetting	Sale	CLP	870	USD	813	(57)		32	4	-	7	43	9	9			
Agric. y Gan. Sta. Rebeca Ltd.	Banco Santander Chile	Offsetting	Sale	CLP	50	USD	47	(3)		3	-	-	-	3	-	-			
Agrícola Mataquito S.A.	Credicorp Capital	Offsetting	Sale	CLP	1,067	USD	1,007	(60)		-	1	13	23	37	19	19			
Agrícola Mataquito S.A.	Banco Santander Chile	Offsetting	Sale	CLP	1,938	USD	1,811	(127)		64	14	9	17	104	19	19			
Agrícola Vida Nueva S.A.	Banco de Crédito e Inversiones	Offsetting	Sale	CLP	467	USD	424	(43)		41	2	-	-	43	-	-			
Agrícola Vida Nueva S.A.	Credicorp Capital	Offsetting	Sale	CLP	1,167	USD	1,099	(68)		19	3	6	10	38	29	29			
Agrícola Vida Nueva S.A.	Banco Santander Chile	Offsetting	Sale	CLP	662	USD	620	(42)		24	-	-	2	26	14	14			
Hortifrut Chile S.A.	Banco de Chile	Offsetting	Sale	CLP	5,480	USD	5,168	(312)		90	42	31	54	217	96	96			
Hortifrut Chile S.A.	Banco Estado	Offsetting	Sale	CLP	7,476	USD	6,966	(510)		186	87	39	63	375	111	111			
Hortifrut Chile S.A.	Credicorp Capital	Offsetting	Sale	CLP	13,382	USD	12,545	(837)		155	127	98	142	522	267	267			
Hortifrut Chile S.A.	Banco Scotiabank	Offsetting	Sale	CLP	17,119	USD	15,969	(1,150)		536	242	72	110	960	203	203			
Hortifrut S.A.	Banco Scotiabank	Offsetting	Sale	CLP	5,645	USD	5,147	(498)		375	58	10	18	461	45	45			
Hortifrut S.A.	Banco de Chile	Offsetting	Sale	CLP	2,749	USD	2,591	(158)		65	10	14	18	107	55	55			
Hortifrut S.A.	Banco Estado	Offsetting	Sale	CLP	3,835	USD	3,572	(263)		131	21	16	21	189	62	62			
Hortifrut S.A.	Credicorp Capital	Offsetting	Sale	CLP	2,962	USD	2,789	(173)		20	2	15	41	78	83	83			
Hortifrut S.A.	Banco Itaú	Offsetting	Sale	CLP	1,351	USD	1,286	(65)		-	-	8	12	20	36	36			
Total					31-Dec-19	66,892		62,489	(4,403)		1,743	614	338	552	3,247	1,062	1,062		

e) Information regarding financial liabilities

Annual covenant required with December 31, 2020 and June 30, 2020 cut-off date.

**i. Financial Covenant Limits**

Ratio	Adjusted Net Financial Debt / Adjusted EBITDA			EBITDA Adjusted / Adjusted Net Financial Costs	Adjusted Net Financial Debt / Equity
Cut-off date	Cut-off as of December 31, 2020	Cut-off as of June 30	Cut-off as of December 31, 2019	Cut-off as of June 30	Cut-off as of June 30
<b>Bank Debt and Bonds Limit</b>	<=6.0 times	<=4.5 times	<=6.0 times	>=4.0 times	<=1.0 time

**ii. Financial Covenant Calculation**

	31-Dec-20	30-Jun-20	31-Dec-19	30-Jun-20	30-Jun-19
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
EBITDA Adjusted UDM	157,834	115,673	99,262	115,673	-
Adjusted Net Financial Debt	393,850	432,896	427,100	-	432,896
Net Financial Cost UDM	-	-	-	(19,761)	-
Total Equity	-	-	-	-	657,621
<b>Covenant</b>	<b>2.5 times</b>	<b>3.7 times</b>	<b>4.3 times</b>	<b>5.9 times</b>	<b>0.7 times</b>
	<i>Complies</i>	<i>Complies</i>	<i>Complies</i>	<i>Complies</i>	<i>Complies</i>

The EBITDA for the period ending December 31, 2020 and for the 12-month period ending June 30, 2020 (UDM) are:

	UDM				
	31-Dec-20	30-Jun-20	31-Dec-19	30-Jun-20	30-Jun-19
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
<b>Calculating EBITDA</b>					
Income from operating activities	683,366	560,227	576,045	259,303	275,121
Other income, per function	5,461	8,180	4,393	6,257	2,470
<b>Total Income</b>	<b>688,827</b>	<b>568,407</b>	<b>580,438</b>	<b>265,560</b>	<b>277,591</b>
Cost of Sales	(516,928)	(443,304)	(475,881)	(213,253)	(245,830)
Administration expenses	(53,211)	(47,919)	(47,334)	(24,622)	(24,037)
Other expenses, per function	(19,247)	(8,530)	(14,182)	(3,711)	(9,363)
<b>Total Costs and Expenses</b>	<b>(589,386)</b>	<b>(499,753)</b>	<b>(537,397)</b>	<b>(241,586)</b>	<b>(279,230)</b>
<b>Operating Result</b>	<b>99,441</b>	<b>68,654</b>	<b>43,041</b>	<b>23,974</b>	<b>(1,639)</b>
Depreciation and Amortization	61,968	50,333	54,760	20,823	25,250
Impairment at plantations	13,724	3,131	1,747	1,384	-
<b>COMPANY EBITDA</b>	<b>175,133</b>	<b>122,118</b>	<b>99,548</b>	<b>46,181</b>	<b>23,611</b>
Adjustments Depreciation and Amortization IFRS 16	(3,575)	(3,314)	(286)	(1,538)	(1,048)
Adjustments impairment at plantations	(13,724)	(3,131)	-	(1,384)	-
<b>Adjusted EBITDA for Covenant</b>	<b>157,834</b>	<b>115,673</b>	<b>99,262</b>	<b>43,259</b>	<b>22,563</b>

As of 2020 the definition of EBITDA used in the calculation of the financial indicators of Net Financial Debt /EBITDA and EBITDA/Financial Expenses was modified, due to the modifications of bank debt and bonds contracts realized in 2019, which aim to exclude the impact of the new IFRS 16 accounting standard, which requires to know all the assets and liabilities associated to the operating lease in the Financial Statements. Also, as of this period adjustment for Impairment of Plantations is no longer considered.



The detail of depreciation and amortization of the period ending December 31, 2020 and 2019, the periods ending June 30, 2020 and 2019 and for the 12-month period ending June 30, 2020 (UDM) are:

	UDM				
	31-Dec-20 ThUS\$	30-Jun-20 ThUS\$	31-Dec-19 ThUS\$	30-Jun-20 ThUS\$	30-Jun-19 ThUS\$
<b>Depreciation and Amortization</b>					
Property, plant and equipment	54,915	45,180	44,546	24,046	23,412
Right of use assets	3,575	3,314	2,603	1,538	827
Intangibles - Software	215	184	144	92	52
Intangibles - Licenses	2,112	6,121	6,103	1,428	1,410
Relationship with customers	802	266	267	133	134
Amortization biologicals	159	155	168	19	32
Capitalized amortization / others	190	(4,887)	929	(6,433)	(617)
<b>Total</b>	<b>61,968</b>	<b>50,333</b>	<b>54,760</b>	<b>20,823</b>	<b>25,250</b>

The determining of net financial debt as of December 31, 2020 and 2019 and for the period ending June 30, 2020 is as follows:

	31-Dec-20 ThUS\$	30-Jun-20 ThUS\$	31-Dec-19 ThUS\$
<b>Determining Adjusted Net Financial Debt*</b>			
Other Current Financial Liabilities	111,226	173,551	176,345
Other Non-Current Financial Liabilities	378,636	305,092	279,524
Current Lease Liabilities	8,408	9,525	10,614
Non-Current Lease Liabilities	62,972	19,799	24,433
<b>Total Financial Liabilities</b>	<b>561,242</b>	<b>507,967</b>	<b>490,916</b>
<i>Minus*:</i>			
Cash and cash equivalents	(101,637)	(55,793)	(42,002)
<b>Total Net Financial Debt</b>	<b>459,605</b>	<b>452,174</b>	<b>448,914</b>
Current Operating Lease Obligations	(5,497)	(3,123)	(2,732)
Non-Current Operating Lease Obligations	(60,258)	(16,155)	(19,082)
<b>Total Adjusted Net Financial Debt</b>	<b>393,850</b>	<b>432,896</b>	<b>427,100</b>

Some financial debt contracts consider the discount of Collateral associated to financial derivatives to calculate the Adjusted Net Financial Debt and its corresponding covenants. This adjustment is not considered in this calculation, allowing to show the more restrictive ratio.

	12/31/2020 ThUS\$	June 2020 UDM ThUS\$	12/31/2019 ThUS\$	6/30/2020 ThUS\$	6/30/2019 ThUS\$
Net Financial Cost	(23,105)	(21,718)	(24,281)	(10,617)	(13,180)
Financial Cost Operating Lease (Effect IFRS 16)	1,435	1,957	1,207	1,033	283
Adjusted Net Financial Cost	<b>(21,670)</b>	<b>(19,761)</b>	<b>(23,074)</b>	<b>(9,584)</b>	<b>(12,897)</b>

## Financial risk management policies

The Company, following the financial risk management policy described in note 4.1, contracts financial derivatives to cover its exposure to the exchange rate and interest rate fluctuations.

The derivatives to cover the exposure of the exchange rate fluctuations which Hortifrut S.A. and subsidiaries currently maintain correspond to derivative instruments classified as Cross Currency Swaps (CCS), Currency Forwards and Options. The first are used to hedge the variable interest rate of the financial debt, the others are used to assure exchange rate levels for future transactions.

The conciliation of movements as of December 31, 2020 and 2019, between financial liabilities (banks) and cash flows for financing activities is as follows:

Concepts	Opening balance	Cash Flows		Payable Interests	Changes in Fair Value	Reclassifications	31-Dec-20
		Loans	Payments				
		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Short term loans with financial entities	171,462	250,876	(357,980)	856	-	44,244	109,458
Long term loans with financial entities	183,364	139,191	-	2,642	(279)	(44,244)	280,674
Short term issued bonds	1,481	-	(4,272)	1,066	-	3,204	1,479
Long term issued bonds	92,174	-	-	-	4,159	(3,204)	93,129
Financial Leasing Liabilities	13,233	203	(7,847)	36	-	-	5,625
Leasing Liabilities	21,814	48,832	(6,144)	1,253	-	-	65,755
Derivative Instruments	7,388	-	-	-	(2,266)	-	5,122
<b>Total</b>	<b>490,916</b>	<b>439,102</b>	<b>(376,243)</b>	<b>5,853</b>	<b>1,614</b>	<b>-</b>	<b>561,242</b>

Concepts	Opening balance	Cash Flows		Payable interests	Changes in Fair Value	Reclassifications	31-Dec-19
		Loans	Payments				
		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Short term loans with financial entities	162,718	206,804	(351,891)	630	-	153,201	171,462
Long term loans with financial entities	319,134	15,761	-	1,670	-	(153,201)	183,364
Short term issued bonds	-	416	(1,783)	1,067	-	1,781	1,481
Long term issued bonds	-	95,460	-	-	(1,505)	(1,781)	92,174
Financial Leasing Liabilities	18,841	2,275	(7,883)	-	-	-	13,233
Leasing Liabilities	-	-	-	966	20,848	-	21,814
Derivative instruments	3,379	-	-	-	4,009	-	7,388
<b>Total</b>	<b>504,072</b>	<b>320,716</b>	<b>(361,557)</b>	<b>4,333</b>	<b>23,352</b>	<b>-</b>	<b>490,916</b>

**NOTE 24 – LEASE LIABILITIES**

As of December 31, 2020 and 2019, Hortifrut y subsidiaries maintain lease liabilities, which are detailed as follows:

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
Leasing Liabilities	2,911	7,882
Rent Liabilities	5,497	2,732
<b>Total current lease liabilities</b>	<b>8,408</b>	<b>10,614</b>

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
Leasing Liabilities	2,714	5,351
Rent Liabilities	60,258	19,082
<b>Total non-current lease liabilities</b>	<b>62,972</b>	<b>24,433</b>



a) Financial leasing

Obligations with Banks and financial institutions per financial leasing, grouped by maturity, are detailed below, as of December 31, 2020 and 2019:

Debtor Company	RUT	Country	Banks / Creditor	Currency	Type of Amortization	Effective Annual Rate	Nominal Annual Rate	Maturity		Current		Total Current		Maturity		Non-Current		Total Non-Current	
								up to 1 month	1 to 3 months	3 to 12 months	31-Dec-20	1 to 2 years	2 to 3 years	from 3 to 4 years	from 4 to 5 years	31-Dec-20			
ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$												
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	4.29%	4.29%	-	-	242	242	-	-	-	-	-	-	-	
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	5.10%	5.10%	-	-	186	186	202	-	-	-	-	-	202	
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	5.54%	5.54%	-	-	265	265	300	-	-	-	-	-	300	
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	5.45%	5.45%	-	6	-	6	7	-	-	-	-	-	7	
Agrícola Mataquito S.A.	76.306.130-2	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	-	-	1	1	1	-	-	-	-	-	1	
Agrícola Santa Rosa del Parque S.A.	99.584.440-0	Chile	Banco Santander Chile	US\$	Annual	3.74%	3.74%	-	-	72	72	-	-	-	-	-	-	-	
Agrícola Santa Rosa del Parque S.A.	99.584.440-0	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	-	-	1	1	1	1	-	-	-	-	2	
Vitalfoods SpA.	77.180.654-6	Chile	Banco de Crédito e Inversiones	US\$	Quarter	3.29%	2.19%	-	192	576	768	779	805	413	-	-	-	1,997	
Hortifrut Chile S.A.	99.524.450-0	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	3	7	30	40	41	15	-	-	-	-	56	
Desarrollos Tecnológicos SpA.	76.962.886-k	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	-	-	2	2	2	-	-	-	-	-	2	
HFE Berries Perú S.A. C.	0-E	Peru	Scotiabank Perú S.A.	US\$	Monthly	5.00%	5.00%	-	-	679	679	-	-	-	-	-	-	-	
Hortifrut S.A.	96.896.990-0	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	-	1	3	4	3	3	-	-	-	-	6	
Hortifrut TAL SAC	0-E	Peru	Banco de Crédito del Perú	US\$	Monthly	4.55%	4.46%	5	-	-	5	-	-	-	-	-	-	-	
Hortifrut TAL SAC	0-E	Peru	Banco de Crédito del Perú	US\$	Monthly	4.29%	4.21%	12	12	-	24	-	-	-	-	-	-	-	
Hortifrut TAL SAC	0-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.00%	3.93%	41	83	41	165	-	-	-	-	-	-	-	
Hortifrut TAL SAC	0-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.00%	3.93%	1	3	14	18	26	-	-	-	-	-	26	
Hortifrut TAL SAC	0-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	3.64%	3.58%	4	7	19	30	-	-	-	-	-	-	-	
Hortifrut TAL SAC	0-E	Peru	Banco Continental BBVA	US\$	Monthly	3.86%	3.79%	2	4	18	24	15	-	-	-	-	-	15	
Hortifrut-Perú SAC.	0-E	Peru	Banco de Crédito del Perú	US\$	Monthly	4.29%	4.20%	17	17	-	34	-	-	-	-	-	-	-	
Hortifrut-Perú SAC.	0-E	Peru	Scotiabank Perú S.A.	US\$	Monthly	4.25%	4.17%	24	25	-	49	-	-	-	-	-	-	-	
Hortifrut-Perú SAC.	0-E	Peru	Scotiabank Perú S.A.	US\$	Monthly	4.10%	4.02%	15	-	-	15	-	-	-	-	-	-	-	
Hortifrut-Perú SAC.	0-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.00%	3.93%	47	95	49	191	-	-	-	-	-	-	-	
Hortifrut-Perú SAC.	0-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.00%	3.92%	3	6	27	36	53	-	-	-	-	-	53	
Hortifrut-Perú SAC.	0-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.61%	4.52%	2	4	9	15	-	-	-	-	-	-	-	
Berries de Chao S.A.C.	0-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	3.64%	3.58%	2	3	8	13	-	-	-	-	-	-	-	
Agrícola Vida Nueva S.A.	96.996.290-k	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	-	-	1	1	1	1	-	-	-	-	2	
Hortifrut Management SpA.	77.136.382-2	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	-	-	2	2	2	2	-	-	-	-	4	
Hortifrut Management SpA.	77.136.382-2	Chile	Banco Santander Chile	CLP	Annual	3.54%	3.54%	2	3	16	21	21	18	-	-	-	-	39	
Agrícola El Avellano S.A.	96.923.620-6	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	-	-	1	1	1	-	-	-	-	-	1	
Agrícola Hortifrut S.A.	79.764.840-k	Chile	GC Rent Chile SpA.	CLP	Annual	3.20%	3.20%	-	-	1	1	1	-	-	-	-	-	1	
Total								180	468	2,263	2,911	1,456	845	413	-	-	-	2,714	





										Maturity		Current	Total Current		Maturity		Non-Current		Total Non-Current
										up to 1 month	1 to 3 months	3 to 12 months	31-Dec-19	1 to 2 years	2 to 3 years	from 3 to 4 years	from 4 to 5 years	31-Dec-19	
										Effective Annual	Nominal Annual								
Debtor Company	RUT	Country	Banks / Creditor	Currency	Type of Amortization	Rate	Rate	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$		
Agrícola El Pampino S.A.	76.884.880-7	Chile	Banco Santander Chile	US\$	Annual	3.93%	3.93%	-	36	-	36	-	-	-	-	-	-		
Agrícola El Pampino S.A.	76.884.880-7	Chile	Banco Santander Chile	US\$	Annual	3.91%	3.91%	-	-	17	17	-	-	-	-	-	-		
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	4.29%	4.29%	-	-	237	237	237	-	-	-	-	237		
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	5.10%	5.10%	-	186	-	186	178	202	-	-	-	380		
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	5.54%	5.54%	-	281	-	281	261	297	-	-	-	558		
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	5.45%	5.45%	-	7	-	7	7	7	-	-	-	14		
Agrícola Mataquito S.A.	76.306.130-2	Chile	Banco de Crédito e Inversiones	US\$	Annual	4.30%	4.30%	1	1	1	3	-	-	-	-	-	-		
Agrícola Santa Rosa del Parque S.A.	99.584.440-0	Chile	Banco Santander Chile	US\$	Annual	3.74%	3.74%	-	-	69	69	72	-	-	-	-	72		
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco de Crédito e Inversiones	US\$	Annual	2.79%	3.68%	98	98	-	196	-	-	-	-	-	-		
Hortifrut Chile S.A.	99.524.450-0	Chile	Banco de Crédito e Inversiones	US\$	Quarter	3.29%	4.05%	-	198	548	746	754	779	805	413	2,751	-		
HFE Berries Perú S.A.C.	o-E	Peru	Scotiabank Perú S.A.	US\$	Monthly	5.00%	5.00%	-	359	333	683	666	-	-	-	-	666		
Hortifrut S.A.	96.896.990-0	Chile	Banco Scotiabank	US\$	Monthly	9.79%	9.79%	39	36	49	124	-	-	-	-	-	-		
Hortifrut TAL SAC	o-E	Peru	Banco de Crédito del Perú	US\$	Monthly	3.60%	3.54%	-	-	2,556	2,556	-	-	-	-	-	-		
Hortifrut TAL SAC	o-E	Peru	Banco de Crédito del Perú	US\$	Monthly	3.70%	3.64%	3	10	18	31	-	-	-	-	-	-		
Hortifrut TAL SAC	o-E	Peru	Banco de Crédito del Perú	US\$	Monthly	4.55%	4.46%	4	11	30	45	5	-	-	-	-	5		
Hortifrut TAL SAC	o-E	Peru	Banco de Crédito del Perú	US\$	Monthly	4.29%	4.21%	11	34	94	139	24	-	-	-	-	24		
Hortifrut TAL SAC	o-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.00%	3.93%	40	79	364	483	165	-	-	-	-	165		
Hortifrut TAL SAC	o-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.00%	3.93%	1	3	13	17	18	26	-	-	-	44		
Hortifrut TAL SAC	o-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	3.64%	3.58%	4	7	32	43	30	-	-	-	-	30		
Hortifrut-Perú SAC.	o-E	Peru	Banco de Crédito del Perú	US\$	Monthly	3.70%	3.64%	3	7	21	31	-	-	-	-	-	-		
Hortifrut-Perú SAC.	o-E	Peru	Banco de Crédito del Perú	US\$	Monthly	3.57%	3.51%	1	1	5	7	-	-	-	-	-	-		
Hortifrut-Perú SAC.	o-E	Peru	Banco de Crédito del Perú	US\$	Monthly	4.29%	4.20%	33	33	134	200	34	-	-	-	-	34		
Hortifrut-Perú SAC.	o-E	Peru	Scotiabank Perú S.A.	US\$	Monthly	3.90%	3.83%	80	161	244	485	-	-	-	-	-	-		
Hortifrut-Perú SAC.	o-E	Peru	Scotiabank Perú S.A.	US\$	Monthly	3.90%	3.83%	80	80	-	160	-	-	-	-	-	-		
Hortifrut-Perú SAC.	o-E	Peru	Scotiabank Perú S.A.	US\$	Monthly	4.25%	4.17%	23	47	216	286	49	-	-	-	-	49		
Hortifrut-Perú SAC.	o-E	Peru	Scotiabank Perú S.A.	US\$	Monthly	4.10%	4.02%	15	30	136	181	15	-	-	-	-	15		
Hortifrut-Perú SAC.	o-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.00%	3.93%	46	90	420	556	189	-	-	-	-	189		
Hortifrut-Perú SAC.	o-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.00%	3.92%	3	6	26	35	36	53	-	-	-	89		
Hortifrut-Perú SAC.	o-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	4.61%	4.52%	2	4	16	22	15	-	-	-	-	15		
Berries de Chao S.A.C.	o-E	Peru	Banco Internacional del Perú S.A.	US\$	Monthly	3.64%	3.58%	-	-	20	20	14	-	-	-	-	14		
Total										487	1,796	5,599	7,882	2,769	1,364	805	413	5,351	

b) Leasing Liabilities

Leasing Liabilities grouped by maturity are detailed below, as of December 31, 2020 and 2019:

						Current				Total Current	Non-Current						Total Non-Current
						Maturity up to 1 month		1 to 3 months	3 to 12 months	31-Dec-20	Maturity 1 to 2 years	Maturity 2 to 3 years	from 3 to 4 years	from 4 to 5 years	5 or more years	31-Dec-20	
Debtor Company	Country	Creditor	Currency	Type of Amortization	Effective Annual Rate	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
Hortifrut S.A.	Chile	Agricola e Inmobiliaria Lumaco S.A.	US\$	Annual	4.45%	40	-	-	40	17	19	22	24	416	-	498	
Hortifrut S.A.	Chile	Alfredo Demian Asfura	UF	Annual	4.24%	-	-	53	53	52	4	-	-	-	-	56	
Hortifrut S.A.	Chile	Inversiones IMG DOS Ltda.	US\$	Annual	4.45%	105	-	-	105	45	52	58	64	1,114	-	1,333	
Hortifrut Comercial S.A.	Chile	Maria Angélica Osorio Cortés	UF	Annual	4.24%	-	14	-	14	14	1	-	-	-	-	15	
Hortifrut Chile S.A.	Chile	Satel Inversiones Inmobiliarias S.A.	UF	Annual	4.24%	-	-	57	57	59	62	64	67	-	-	146	
Hortifrut Chile S.A.	Chile	SOF South Organic Fruits S.A.	m	Annual	4.24%	-	-	55	55	58	62	64	67	135	-	386	
Hortifrut Chile S.A.	Chile	SOF South Organic Fruits S.A.	UF	Annual	4.24%	-	-	47	47	49	51	54	55	58	-	267	
Agrícola Vida Nueva S.A.	Chile	Inversiones Canhuza S.A.	US\$	Annual	4.24%	-	-	9	9	10	1	-	-	-	-	11	
Agrícola Vida Nueva S.A.	Chile	Rosa Villablanca Franco	m.	Annual	4.45%	-	-	3	3	2	2	2	2	15	23	-	
Agrícola Mataguito S.A.	Chile	Alema Seneberger González	UF	Annual	4.45%	-	-	106	106	71	77	82	87	499	-	816	
Agrícola Mataguito S.A.	Chile	Sara Letelier Letelier	UF	Annual	4.45%	-	-	52	52	47	49	51	54	59	-	260	
Agrícola El Avellano S.A.	Chile	Sociedad Agrícola y Ganadera El Otoñal Ltda.	US\$	Annual	4.45%	-	-	32	32	24	26	28	30	215	-	323	
Agrícola Los Hualles S.P.A	Chile	Agricola e Inmobiliaria Lumaco S.A.	US\$	Annual	5.30%	-	-	9	9	2	2	2	2	11	19	-	
Agrícola Los Hualles S.P.A	Chile	Inversiones IMG DOS Ltda.	US\$	Annual	5.30%	-	-	23	23	5	5	5	5	26	46	-	
Hortifrut ABA S.A. de C.V.	Mexico	Gonzalo Mendoza Villavazo	US\$	Annual	6.29%	-	-	21	21	21	21	21	21	96	-	180	
Hortifrut ABA S.A. de C.V.	Mexico	Abraham Mendoza Godíño y M° Refugio Preciado Barraga	US\$	Annual	5.55%	-	7	-	7	-	-	-	-	-	-	-	
Hortifrut ABA S.A. de C.V.	Mexico	Guillermo Cortés Santiago	US\$	Annual	6.29%	-	-	15	15	15	15	15	15	64	-	124	
Hortifrut ABA S.A. de C.V.	Mexico	Victor Morales Aguilar	US\$	Annual	6.29%	-	-	17	17	17	17	17	17	73	141	-	
Hortifrut ABA S.A. de C.V.	Mexico	José Sandoval Sandoval	US\$	Annual	6.29%	-	159	-	159	40	40	40	40	561	721	-	
Hortifrut ABA S.A. de C.V.	Mexico	Ramon Villavazo Magaña	US\$	Annual	6.29%	-	-	18	18	16	16	16	16	76	140	-	
Hortifrut ABA S.A. de C.V.	Mexico	Pedro Mendoza Ocegueda	US\$	Annual	6.29%	-	-	9	9	9	9	9	9	40	76	-	
Hortifrut ABA S.A. de C.V.	Mexico	Gorgina del Toro Bayardo y Otros	US\$	Annual	5.55%	-	158	-	158	67	67	67	67	547	815	-	
Hortifrut ABA S.A. de C.V.	Mexico	Carlos del Toro Figueroa	US\$	Annual	6.29%	-	-	71	71	71	71	71	71	605	889	-	
Hortifrut ABA S.A. de C.V.	Mexico	Consuelo Ocegueda Cardenas	US\$	Annual	6.29%	-	-	9	9	9	9	9	9	42	78	-	
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Teresa de Jesús Jiménez Rodríguez	MXN	Annual	5.55%	-	-	5	5	-	-	-	-	-	-	-	
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Francisco Gutiérrez Torres	MXN	Annual	5.55%	-	8	-	8	16	3	-	-	-	-	19	
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Silvia Gutiérrez Torres	MXN	Annual	5.55%	-	-	11	11	-	-	-	-	-	-	-	
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Aurora Torres Galván	MXN	Annual	5.55%	-	11	-	11	-	-	-	-	-	-	-	
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	J. Jesús Barragán Plascencia	MXN	Annual	5.92%	-	-	6	6	4	4	4	4	2	-	14	
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Lelit, S.C.	MXN	Annual	5.55%	-	-	14	14	-	-	-	-	-	-	-	
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Jose Gutierrez Torres	MXN	Annual	5.55%	-	10	-	10	8	8	-	-	-	-	16	
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Wulfert Bihrl Heinrich Wolga	MXN	Annual	5.55%	-	10	-	10	12	6	-	-	-	-	18	
HF Sarbanand, S. de R.L. de C.V.	Mexico	Promociones Biogenetica, S.A. De C.V./Arturo Silva Mend	US\$	Annual	5.92%	-	121	-	121	121	12	-	-	-	-	133	
HF Sarbanand, S. de R.L. de C.V.	Mexico	Antonia Mendoza Ramirez	US\$	Annual	5.55%	-	-	39	39	-	-	-	-	-	-	-	

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			Current				Total Current	Non-Current						Total Non-Current
			Maturity up to 1 month			1 to 3 months	3 to 12 months	31-Dec-20	Maturity 1 to 2 years	Maturity 2 to 3 years	from 3 to 4 years	from 4 to 5 years	5 or more years	31-Dec-20
Debtor/Company	Country	Creditor	Currency	Type of Amortization	Effective Annual Rate	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
HF Sarbanand, S. de R.L. de C.V.	Mexico	Lerin García Torres	US\$	Annual	6.29%	-	-	44	44	44	44	44	44	300
HF Sarbanand, S. de R.L. de C.V.	Mexico	Rodolfo Peña Farber	US\$	Annual	6.29%	-	-	26	26	26	26	26	26	222
HF Sarbanand, S. de R.L. de C.V.	Mexico	Zaida Román Castro	US\$	Annual	6.29%	-	-	57	57	57	57	57	57	483
HF Sarbanand, S. de R.L. de C.V.	Mexico	Rodolfo Peña Roman	US\$	Annual	6.29%	-	-	53	53	53	53	53	53	447
HF Sarbanand, S. de R.L. de C.V.	Mexico	Joaquin Montañao Yamuni	US\$	Annual	6.29%	-	-	365	365	65	65	65	65	647
HF Sarbanand, S. de R.L. de C.V.	Mexico	Daniel Montañño Peña	US\$	Annual	6.29%	-	-	30	30	30	30	30	30	267
HF Sarbanand, S. de R.L. de C.V.	Mexico	Victor Raúl Mercado Morúa	US\$	Annual	6.29%	-	-	29	29	29	29	29	29	251
HF Sarbanand, S. de R.L. de C.V.	Mexico	Victor Mercado Ruvalcaba	US\$	Annual	6.29%	-	-	29	29	29	29	29	29	251
Hortifrut TAL S.A.C.	Peru	CGM Rental Sociedad Anonima	US\$	Annual	3.94%	7	14	65	86	45	-	-	-	45
Hortifrut TAL S.A.C.	Peru	Hewlett-Packard Perú S.R.L.	US\$	Annual	2.52%	-	1	3	4	2	-	-	-	2
Hortifrut TAL S.A.C.	Peru	Rentaequipos leasing Perú S.A.	US\$	Annual	2.50%	4	8	34	46	44	29	-	-	73
Hortifrut TAL S.A.C.	Peru	Quadtech Perú E.I.R.L.	US\$	Annual	2.50%	8	17	78	103	107	84	-	-	191
Hortifrut-Perú S.A.C.	Peru	Tal S.A.	US\$	Annual	3.93%	-	-	-	-	-	-	-	10	52
Hortifrut-Perú S.A.C.	Peru	Quadtech Perú E.I.R.L.	US\$	Annual	2.50%	11	24	107	142	148	115	-	-	263
Hortifrut-Perú S.A.C.	Peru	CGM Rental Sociedad Anonima	US\$	Annual	3.94%	7	14	65	86	45	-	-	-	45
Hortifrut-Perú S.A.C.	Peru	Mendieta Genovez Olivia	US\$	Annual	2.53%	-	18	85	103	-	-	-	-	-
Hortifrut-Perú S.A.C.	Peru	CSI Renting Perú S.A.C.	US\$	Annual	3.52%	15	30	132	177	120	24	-	-	144
Hortifrut-Perú S.A.C.	Peru	Rentaequipos leasing Perú S.A.	US\$	Annual	2.50%	18	36	157	211	162	12	-	-	174
Hortifrut-Perú S.A.C.	Peru	Mirian Rosa Bobadilla Sabogal	US\$	Annual	2.52%	1	2	11	14	15	17	18	11	61
Hortifrut-Perú S.A.C.	Peru	Olga Sonia Garnique Lopez	US\$	Annual	3.20%	1	1	11	13	1	-	-	-	1
Berries de CHAO S.A.C.	Peru	Quadtech Perú E.I.R.L.	US\$	Annual	4.02%	-	1	4	5	5	4	-	-	9
HFE Berries Perú S.A.C.	Peru	Rentaequipos leasing Perú S.A.	US\$	Annual	2.74%	20	49	46	115	235	-	-	-	235
HFE Berries Perú S.A.C.	Peru	CSI Renting Perú S.A.C.	US\$	Annual	2.78%	-	2	6	8	13	-	-	-	13
Berry Good Com Imp E Dist	Brazil	Antônio e Romualdo	BRL	Annual	5.22%	-	-	12	12	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Anadir Helena da Silveira	BRL	Annual	5.22%	-	-	1	1	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Edson Lopes	BRL	Annual	5.22%	-	-	1	1	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Elaabete Rodrigues Rezende de Araujo	BRL	Annual	5.22%	-	-	2	2	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Hudson Nogueira	BRL	Annual	5.22%	-	-	5	5	2	-	-	-	72
Berry Good Com Imp E Dist	Brazil	Maria Silverio	BRL	Annual	5.22%	-	-	104	104	-	-	-	-	388
Berry Good Com Imp E Dist	Brazil	Ricardo Shirlei Gianini Filho- Alquiler	BRL	Annual	5.22%	-	-	6	6	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Talfrío Servicios de Armaenagos Refrigeradas	BRL	Annual	5.22%	-	-	87	87	45	-	-	-	45
Euroberry Marketing S.A.	Spain	Camilo Lobón, Fco. Paz Barroso, Pilar Blasco, Sara Homsing	EUR	Annual	1.30%	5	9	38	52	-	-	-	-	-
Hortifrut España Southern Sun,S.L	Spain	Destro, S.A.	EUR	Annual	1.30%	32	64	267	363	311	266	-	-	577
Hortifrut España Southern Sun,S.L	Spain	Patrimonial Arandalus,S.L.	EUR	Annual	1.30%	4	8	35	47	39	34	29	25	101
Honghe Jiayu Agriculture Limited	China	Baxin	RMB	Annual	4.70%	44	-	193	237	247	249	249	249	3,040
Honghe Jiayu Agriculture Limited	China	Gean	RMB	Annual	4.70%	171	-	-	171	171	181	181	181	2,232
Honghe Jiayu Agriculture Limited	China	WFZ Pagoda	RMB	Annual	4.70%	115	-	-	115	115	121	121	121	1,478
Honghe Jiayu Agriculture Limited	China	Jiuneng	RMB	Annual	4.70%	-	-	429	429	429	450	450	450	5,556
Honghe Jiayu Agriculture Limited	China	Minghaihai	RMB	Annual	4.70%	-	-	200	200	200	210	210	210	2,607
Honghe Jiayu Agriculture Limited	China	Baiyun	RMB	Annual	4.70%	-	30	384	414	414	413	433	453	4,648
Honghe Jiayu Agriculture Limited	China	Xindixnai	RMB	Annual	4.70%	-	181	-	181	181	181	181	191	1,091
Honghe Jiayu Agriculture Limited	China	Dehong	RMB	Annual	4.70%	-	-	-	-	416	552	552	1,161	14,500
Sub Total Lease						608	1,007	3,882	5,497	4,726	4,376	3,519	4,052	43,285
Total Lease Liabilities						788	1,475	6,145	8,408	6,182	5,221	4,232	4,052	43,285
														62,872





Debtor Company	Country	Creditor	Currency	Type of Amortization	Effective Annual Rate	Current				Total Current	Non-Current						Total Non-Current	
						Maturity up to 1 month		1 to 3 months		3 to 12 months	31-Dec-19	Maturity 1 to 2 years		Maturity 2 to 3 years	from 3 to 4 years	from 4 to 5 years	5 or more years	31-Dec-19
						ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
Hortifrut S.A.	Chile	Agrícola e Inmobiliaria Lamaco S.A.	US\$	Annual	4.45%	11	-	-	11	14	17	19	23	440		513		
Hortifrut S.A.	Chile	Alfredo Demian Asfura	UF	Annual	4.24%	-	-	44	44	46	48	4	-			98		
Hortifrut S.A.	Chile	Inversiones IMG DOS Ltda.	US\$	Annual	4.45%	30	-	-	30	38	45	52	58	1,179		1,372		
Hortifrut Comercial S.A.	Chile	Maria Angélica Osorio Cortés	UF	Annual	4.24%	-	12	-	12	12	13	1	-	-		26		
Hortifrut Comercial S.A.	Chile	Hermínia del Río Pérez Guajardo	UF	Annual	4.24%	-	-	1	1	-	-	-	-	-		-		
Hortifrut Comercial S.A.	Chile	Sergio Otilio Meza Perez	UF	Annual	4.24%	-	2	-	2	-	-	-	-	-		-		
Hortifrut Chile S.A.	Chile	Satel Inversiones Inmobiliarias S.A.	UF	Annual	4.24%	-	-	48	48	52	55	57	23	-		187		
Hortifrut Chile S.A.	Chile	SOF South Organic Fruits S.A.	UF	Annual	4.24%	-	-	48	48	51	54	57	60	186		408		
Hortifrut Chile S.A.	Chile	SOF South Organic Fruits S.A.	UF	Annual	4.24%	-	-	40	40	43	45	48	50	104		290		
Agrícola Vida Nueva S.A.	Chile	Inversiones Canibua S.A.	US\$	Annual	4.45%	-	-	9	9	9	9	1	-	-		19		
Agrícola Vida Nueva S.A.	Chile	Rosa Villablanca Franco	CLP	Annual	4.45%	1	-	-	1	2	2	2	2	16		24		
Agrícola Mataquito S.A.	Chile	Alena Surberger Gonzalez	UF	Annual	4.45%	54	-	-	54	60	66	71	76	542		815		
Agrícola Mataquito S.A.	Chile	Sara Letelier Letelier	UF	Annual	4.45%	-	-	38	38	41	43	46	48	104		282		
Agrícola El Avellano S.A.	Chile	Sociedad Agrícola y Ganadera El Otonal Ltda.	US\$	Annual	4.45%	-	-	20	20	22	24	26	28	245		345		
Hortifrut ABA S.A. de C.V.	Mexico	Gonzalo Mendoza Villalvazo	US\$	Annual	6.29%	-	-	26	26	21	21	21	21	104		188		
Hortifrut ABA S.A. de C.V.	Mexico	Abraham Mendoza Gudiño y M° Refugio Preciado Barraga	US\$	Annual	5.55%	10	-	-	10	10	-	-	-	-		10		
Hortifrut ABA S.A. de C.V.	Mexico	Guillermo Cortés Santiago	US\$	Annual	6.29%	-	-	19	19	16	16	16	16	80		144		
Hortifrut ABA S.A. de C.V.	Mexico	Victor Morales Aguilar	US\$	Annual	6.29%	-	-	21	21	18	18	18	18	90		162		
Hortifrut ABA S.A. de C.V.	Mexico	Juan José Vargas Mendoza	US\$	Annual	6.29%	18	-	-	18	15	-	-	-	-		15		
Hortifrut ABA S.A. de C.V.	Mexico	Ramon Villalvazo Magaña	US\$	Annual	6.29%	-	-	21	21	17	17	17	17	87		155		
Hortifrut ABA S.A. de C.V.	Mexico	Pedro Mendoza Ocegüera	US\$	Annual	6.29%	11	-	-	11	9	9	9	9	52		88		
Hortifrut ABA S.A. de C.V.	Mexico	Gerogina del Toro Bayardo y Otros	US\$	Annual	5.55%	-	164	-	164	123	123	123	123	986		1,478		
Hortifrut ABA S.A. de C.V.	Mexico	Carlos del Toro Figueroa	US\$	Annual	6.29%	-	-	93	93	69	69	69	69	624		900		
Hortifrut ABA S.A. de C.V.	Mexico	Consuelo Ocegüeda Cardenas	US\$	Annual	6.29%	-	-	12	12	10	10	10	10	51		91		
HF Surbanand, S. de R.L. de C.V.	Mexico	Promociones Biogenetica, S.A. De C.V./Arturo Silva Mend	US\$	Annual	5.92%	-	75	-	75	104	104	-	-	-		208		
HF Surbanand, S. de R.L. de C.V.	Mexico	Antonio Mendoza Ramirez	US\$	Annual	5.55%	-	-	15	15	22	-	-	-	-		22		
HF Surbanand, S. de R.L. de C.V.	Mexico	Lenin García Torres	US\$	Annual	6.29%	-	-	113	113	83	83	83	83	584		916		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	J. Jesus Barragán Plascencia	MXN	Annual	5.92%	-	-	9	9	12	12	12	-	-		36		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Lelit, S.C.	MXN	Annual	5.55%	-	-	45	45	67	-	-	-	-		67		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Patricia Judith Ceballos Larios y Marissa Ceballos Larios	MXN	Annual	5.92%	-	-	10	10	-	-	-	-	-		-		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Heinrich Wolfgang Wullert	MXN	Annual	5.55%	-	-	38	38	57	57	-	-	-		114		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Jorge Abel Ceballos Espinosa	MXN	Annual	5.55%	-	-	22	22	-	-	-	-	-		-		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Teresa de Jesús Jimenez Rodriguez	MXN	Annual	5.55%	-	-	15	15	11	-	-	-	-		11		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	José Gutiérrez Torres y Otra	MXN	Annual	5.55%	-	-	21	21	35	-	-	-	-		35		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Francisco Gutierrez Torres	MXN	Annual	5.55%	-	36	-	36	21	-	-	-	-		21		
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Silvia Gutierrez Torres	MXN	Annual	5.55%	-	-	36	36	57	-	-	-	-		57		

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Debtor Company	Country	Creditor	Currency	Type of Amortization	Effective Annual Rate	Current			Total Current	Non-Current					Total Non-Current	
						Maturity up to 1 month		1 to 3 months 3 to 12 months		31-Dec-19	Maturity 1 to 2 years	Maturity 2 to 3 years	from 3 to 4 years	from 4 to 5 years	5 or more years	31-Dec-19
						ThUS\$	ThUS\$	ThUS\$	ThUS\$							
Agrícola Los Reyes S. de R.L. de C.V.	Mexico	Aurora Torres Galván y Francisco Gutiérrez Torres	MXN	Annual	5.55%	-	-	18	18	30	-	-	-	-	-	30
HF Saribanand, S. de R.L. de C.V.	Mexico	Rodolfo Peña Román	US\$	Annual	6.29%	-	-	-	-	51	51	51	51	51	51	716
HF Saribanand, S. de R.L. de C.V.	Mexico	Zaida Román Castro	US\$	Annual	6.29%	-	-	-	-	36	36	36	36	36	36	506
HF Saribanand, S. de R.L. de C.V.	Mexico	Rodolfo Joaquín Peña Farber	US\$	Annual	6.29%	-	-	-	-	18	18	18	18	18	18	256
Hortifrut ABA S.A. de C.V.	Mexico	Silvino Hernandez Madrid	MXN	Annual	6.29%	-	-	-	-	12	12	12	12	12	87	135
Hortifrut ABA S.A. de C.V.	Mexico	José de Jesús Sandoval Sandoval	US\$	Annual	6.29%	-	-	-	-	134	134	134	134	134	936	1,472
HF Saribanand, S. de R.L. de C.V.	Mexico	German Daniel Argüeso Mendoza	US\$	Annual	6.29%	-	-	-	-	53	53	53	53	53	584	796
HF Saribanand, S. de R.L. de C.V.	Mexico	Joaquín Montañao Yamuni	US\$	Annual	6.29%	-	-	-	-	103	103	103	103	103	1,136	1,548
HF Saribanand, S. de R.L. de C.V.	Mexico	Daniel Montañao Peña	US\$	Annual	6.29%	-	-	-	-	30	30	30	30	30	329	449
HF Saribanand, S. de R.L. de C.V.	Mexico	Victor Raúl Mercado Mexia	US\$	Annual	6.29%	-	-	-	-	36	36	36	36	36	395	539
HF Saribanand, S. de R.L. de C.V.	Mexico	Victor Raúl Mercado Mexia	US\$	Annual	6.29%	-	-	-	-	31	31	31	31	31	338	462
Hortifrut TALSAC	Peru	CGM Rental Sociedad Anonima	US\$	Annual	3.94%	8	16	63	87	106	50	-	-	-	-	156
Hortifrut TALSAC	Peru	Hewlett-Packard Perú S.R.L.	US\$	Annual	2.52%	-	1	2	3	4	2	-	-	-	-	6
Hortifrut TALSAC	Peru	Rentaquipos leasing Perú S.A.	US\$	Annual	2.50%	1	2	7	10	12	9	-	-	-	-	21
Hortifrut TALSAC	Peru	IBM Capital Perú S.A.C.	US\$	Annual	3.93%	1	1	1	3	-	-	-	-	-	-	-
Hortifrut TALSAC	Peru	Quadtech Perú E.I.R.L.	US\$	Annual	2.50%	4	8	29	41	57	51	35	-	-	-	143
Hortifrut-Perú SAC.	Peru	Tal S.A.	US\$	Annual	3.93%	4	8	35	47	8	-	-	5	65	-	78
Hortifrut-Perú SAC.	Peru	Quadtech PERU E.I.R.L.	US\$	Annual	2.50%	8	17	77	102	98	108	82	-	-	-	288
Hortifrut-Perú SAC.	Peru	CGM Rental Sociedad Anonima	US\$	Annual	3.94%	8	16	71	95	98	50	-	-	-	-	148
Hortifrut-Perú SAC.	Peru	Mendieta Genovez Olivia	US\$	Annual	2.52%	8	18	83	109	112	-	-	-	-	-	112
Hortifrut-Perú SAC.	Peru	CSI Renting Perú S.A.C.	US\$	Annual	3.52%	11	22	100	133	135	77	-	-	-	-	212
Hortifrut-Perú SAC.	Peru	Rentaquipos leasing Perú S.A.	US\$	Annual	2.50%	16	32	144	192	198	145	-	-	-	-	343
Hortifrut-Perú SAC.	Peru	Talsa Apicultuta S.A.C.	US\$	Annual	4.02%	1	2	13	16	16	-	-	-	-	-	16
Berries de CHAO S.A.C.	Peru	Quadtech Perú E.I.R.L.	US\$	Annual	4.02%	-	1	4	5	5	6	4	-	-	-	15
HFE Berries Perú S.A.C.	Peru	Rentaquipos leasing Perú S.A.	US\$	Annual	2.74%	-	-	182	182	330	54	-	-	-	-	384
Berry Good Com Imp E Dist	Brazil	Anadir Helena	BRL	Annual	5.22%	-	-	1	1	-	-	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Antônio e Romualdo	BRL	Annual	5.22%	-	-	15	15	-	-	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Antônio Marcos	BRL	Annual	5.22%	-	-	2	2	-	-	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Edson Lopes	BRL	Annual	5.22%	-	-	4	4	2	-	-	-	-	-	2
Berry Good Com Imp E Dist	Brazil	Elisabete Rodrigues Rezende Araujo	BRL	Annual	5.22%	-	-	3	3	-	-	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Hudson Nogueira	BRL	Annual	5.22%	-	-	6	6	9	-	-	-	-	-	9
Berry Good Com Imp E Dist	Brazil	Maria Silverio	BRL	Annual	5.22%	-	-	-	-	-	165	-	-	-	-	165
Berry Good Com Imp E Dist	Brazil	Ricardo Gianini Galpão	BRL	Annual	5.22%	-	-	8	8	-	-	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Taffrio Armazenagem	BRL	Annual	5.22%	-	-	43	43	-	-	-	-	-	-	-
Berry Good Com Imp E Dist	Brazil	Taffrio Escritório	BRL	Annual	5.22%	-	-	3	3	-	-	-	-	-	-	-
Euroberry Marketing S.A.	Spain	Camillo Lebón, Fco. Paz Barroso, Pilar Blasco, Sara Housing	EUR	Annual	1.30%	3	7	28	38	-	-	-	-	-	-	-
Hortifrut España Southern Sun, S.L.	Spain	Destro, S.A.	EUR	Annual	1.30%	29	58	242	329	281	241	206	-	-	-	728
Hortifrut España Southern Sun, S.L.	Spain	Patrimonial Arandulus, S.L.	EUR	Annual	1.30%	4	9	36	49	42	36	31	26	115	-	250
Sub Total Lease						241	507	1,984	2,732	3,214	2,458	1,624	1,269	10,517	-	19,082
Total lease liabilities						728	2,303	7,583	10,614	5,983	3,822	2,429	1,682	10,517	-	24,433

**NOTE 25 – CURRENT AND NON-CURRENT TRADE ACCOUNTS AND OTHER ACCOUNTS PAYABLE.**

The detail of these items as of December 31, 2020 and 2019 is as follows:

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
<b>Current</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Suppliers	65,445	58,709
Payable notes	1,562	2,568
Retentions and payable tax	14,451	13,148
Payable dividend	27,311	4,373
<b>Total</b>	<b>108,769</b>	<b>78,798</b>

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
<b>Non-Current</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Suppliers	205	-
Contingent consideration	6,506	6,506
<b>Total</b>	<b>6,711</b>	<b>6,506</b>

Accounts payable per currency as of December 31, 2020 and 2019 are as follows:

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
<b>Current</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
United States Dollar	58,263	34,019
Chilean Peso	29,426	19,616
Euro	3,551	3,172
Mexican Peso	4,743	3,536
Argentine Peso	15	8
Nuevo Sol	11,459	13,477
Pound	53	1,005
Yuan	988	3,630
Brazilian Real	271	335
<b>Total</b>	<b>108,769</b>	<b>78,798</b>

	<b>31-Dec-20</b>	<b>31-Dec-19</b>
<b>Non-Current</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
United States Dollar	6,711	6,506
<b>Total</b>	<b>6,711</b>	<b>6,506</b>

Suppliers with payments non past due, as of December 31, 2020

Type of Supplier Goods/Services/Others	Amounts in thousands of dollars, as per payment terms						Total ThUS\$	Average payment period (days)
	up to 30 days	31 - 60	61 - 90	91 - 120	121 - 365	366 and more		
Goods	26,140	19,455	5,326	1,193	772	-	52,886	54
Services	18,375	2,741	1,693	548	1,666	-	25,023	62
Others	1,237	14	17	1,921	27,671	6,711	37,571	341
Total as of 31-12-2020	45,752	22,210	7,036	3,662	30,109	6,711	115,480	

Suppliers with payments non past due, as of December 31, 2019

Type of Supplier Goods/Services/Others	Amounts in thousands of dollars, as per payment terms						Total ThUS\$	Average payment period (days)
	up to 30 days	31 - 60	61 - 90	91 - 120	121 - 365	366 and more		
Goods	15,468	21,667	9,663	1,835	1,079	-	49,712	65
Services	8,891	12,654	237	13	1,957	-	23,752	74
Others	949	-	6	-	4,379	6,506	11,840	338
Total as of 31-12-2019	25,308	34,321	9,906	1,848	7,415	6,506	85,304	

The main suppliers are the following:

- Impresos y Cartonajes S.A.	- J.M.C. Maquinarias S.A.C.
- Fábrica de Plásticos JCK SpA	- Transportes Línea S.A.
- Del Monte Fresh Produce	- Arándanos La Estancia, S.P.R.
- Cartocor Chile S.A.	- Germinaza S.A. de C.V.
- Transporte Santelices e Hijo Ltda.	- Gran Peñón Energía Natural, S.A.
- Sof South Organics Fruits S.A.	- Sistemas De Riego Del Pacifico
- Quima Chile S.A.	- Frio Express S.A. de C.V.
- Ultrapac Sudamérica	- Expoberries, S.A. de C.V.
- JL Ings S.A.C.	- Panalpina Transportes Mundiale
- Yara Perú S.R.L.	- Edenred México S.A. de C.V.
- Cartones Villa Marina S.A.	- Comercializadora Simbs S de R.L.
- E & M S.R.L.	- Comercial Projar S.A.
- Aris Industrial S.A.	

The average payment term of the main suppliers is 61 days. Prices are mostly agreed in dollars and there are no interests associated to the credit.

Producing Suppliers

The Company currently maintains approximately 400 producers in the countries where it has its operations. Due to the level of atomization of said producers, none of them surpasses 2% of the traded volumes.

## NOTE 26 – EMPLOYEE BENEFITS AND OTHER PROVISIONS

The concepts that make up this item are the following:

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Current Provisions</b>		
<b>Other provisions</b>		
Cost provisions	1,459	1,409
<b>Other provisions</b>	<b>1,459</b>	<b>1,409</b>
<b>Employee benefits</b>		
Vacations	4,533	2,788
Substitute retirement benefits	740	829
Other benefits for personnel (bonus)	3,501	59
<b>Employee benefits</b>	<b>8,774</b>	<b>3,676</b>
<b>Total</b>	<b>10,233</b>	<b>5,085</b>

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Non-Current Provisions</b>		
Participación Deterioro en Hortifrut Berries Maroc S.R.	828	1,175
Provisiones Otras	45	47
<b>Total</b>	<b>873</b>	<b>1,222</b>

The movement of current provisions, during the periods ending December 31, 2020 and 2019, is as follows:

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Movement</b>		
Opening balance	5,085	3,755
Increase in provisions	9,266	4,437
Used provisions	(4,118)	(3,107)
<b>Total</b>	<b>10,233</b>	<b>5,085</b>

Employee provisions and benefits per currency as of December 31, 2020 and 2019 are as follows:

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Other provisions</b>		
<b>Detail</b>		
United States Dollar	-	804
Chilean Peso	1,417	-
Mexican Peso	-	93
Nuevo Sol	42	512
<b>Total</b>	<b>1,459</b>	<b>1,409</b>

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Employee benefits</b>		
<b>Detail</b>		
United States Dollar	103	317
Chilean Peso	3,349	799
Mexican Peso	1,774	728
Colombian Peso	8	-
Nuevo Sol	3,436	1,719
Brazilian Real	104	113
<b>Total</b>	<b>8,774</b>	<b>3,676</b>

## NOTE 27 – ISSUED CAPITAL

The objectives of Hortifrut and subsidiaries when administering capital are to safeguard the capacity to continue as a going concern, in order to generate returns for its shareholders, benefits to other interest groups and to maintain an optimum structure to reduce the cost of capital.

Consistent with the industry, Hortifrut and subsidiaries monitor their capital with the leverage ratio base. This ratio is calculated by dividing the net financial debt among the total capital. The net financial debt corresponds to the total debt with banks (including current and non-current debt) minus cash and cash equivalents. The total capital corresponds to equity just as is shown in the consolidated statement of position plus net debt.

In this aspect Hortifrut and subsidiaries have combined different sources of financing such as: operation flows and bank credits, among others.

### a) Subscribed, paid, to be subscribed capital and number of shares

Subscribed and paid capital as of December 31, 2020, reaches ThUS\$472,212 (ThUS\$472,212 as of December 31, 2019) equal to 577,323,671 shares of a single series and without nominal value as of December 31, 2020 and 2019.

### b) Movements of 2020

During the period ending December 31, 2020, there have not been any movements in capital.

### c) Movements of 2019

At the Extraordinary Shareholders Meeting on April 30, 2019, it was agreed to increase the company's capital by ThUS\$160,000, through the issuance of 64,100,000 payment shares, to be issued, subscribed and paid within a 3 year term, counted from the date of the stated Meeting.

Additionally, it was approved to deduct from paid capital the issuance and placement costs of shares issued in 2017, for the amount of ThUS\$4,221.

The stated 64,100,000 shares were inscribed in the Securities Registry of the Commission for the Financial Markets under number N°1.084, dated June 27, 2019.

The Board, at Session held on June 21, 2019, agreed to offer and place, charged to the referred amount, a first installment of 61,000,000 shares, which will be preferentially offered to the company's shareholders, or assignees of the options, during the 30 day period between July 09, 2019 and August 07, 2019.

The preferential option process finalized successfully, subscribing 51,777,540 shares for a nominal value of ThUS\$129,242 and a sale value of ThUS\$133,557, out of a total of 61,000,000 authorized shares, equal to 84.88%, at a fixed value of \$1,820 per share. Out of the aforementioned amount, it must be mentioned that the Controlling Group subscribed the pro-rate corresponding to 51.85% of the total for \$57,588,135,180.

	31-Dec-20	31-Dec-19
<b><u>Capital Movement</u></b>	<b><u>ThUS\$</u></b>	<b><u>ThUS\$</u></b>
Capital	472,212	347,191
Issuance of shares	-	129,242
Capital issuance expenses	-	(4,221)
<b>Capital</b>	<b><u>472,212</u></b>	<b><u>472,212</u></b>
<b><u>Capital issuance premium</u></b>		
Capital issuance premium	4,315	4,315
Capital issuance expenses	(564)	(564)
<b>Share issuance premium</b>	<b><u>3,751</u></b>	<b><u>3,751</u></b>

## NOTE 28 – ACCUMULATED RETAINED EARNINGS (LOSS)

The detail of the accumulated result as of December 31, 2020 and 2019, is as follows:

	31-Dec-20	31-Dec-19
<b>Movement</b>	<b><u>ThUS\$</u></b>	<b><u>ThUS\$</u></b>
Opening balance	134,701	135,518
Profit (loss) attributable to parent company	54,024	3,556
Minimum dividend provision	(27,311)	(4,373)
Reversal minimum dividend provision previous year	4,373	10,724
Paid dividends	(4,373)	(10,724)
<b>Total</b>	<b><u>161,414</u></b>	<b><u>134,701</u></b>

### a) Dividend policy

As per what is stated in the Corporation Law, the Company is obligated to the distribution of an obligatory minimum dividend equal to 30% of profits, nevertheless and as per the corporate statutes, the minimum dividend established for the Company is at least 50%, unless otherwise agreed at the corresponding meeting, by unanimity of the issued shares.

In virtue of what was informed to the Commission for the Financial Market (CMF), related with regulation (circular) N° 1945, in order to determine the Company's net distributable profit, to be considered to calculate the dividend, the following will be excluded from gains attributable to the controller's parent Company:

1. Non-realized results linked with the fair value record of the biological assets regulated by "IAS 41" accounting standard, reintegrating them to the net profit at the moment of its realization. For these effects, the portion of said increases in fair value corresponding to the assets sold or allocated by another means will be understood to be realized.
2. Non-realized results generated in the acquisition of other entities and, in general, those non-realized results that are produced due to the application of paragraphs 34, 42, 39 and 58 of the "International Financial Reporting Standards N° 3", amended accounting standard, that refers to business combination operations. These results are also reintegrated to the net profit at the moment of their realization. For these effects, results are understood to be realized when the acquired entities generate profit after their acquisition, or when said entities are disposed of.
3. The effects of deferred taxes associated to the concepts indicated in 1) and 2) will follow the same fate as the item that originated them.



b) Distributable net profit

The dividend policy consists of distributing as dividend 50% of the period's net profit, and through the distribution of a final dividend, which the Ordinary Shareholder's Meeting must agree, payable on the date that said meeting designates.

Additional dividends will be determined based on the mentioned criteria, as per the corresponding agreement adopted at the Shareholders Meeting.

c) Dividend Provision

In the period ending December 31, 2020, the Company recorded a minimum dividend provision of ThUS\$27,311 (ThUS\$4,373 as of December 31, 2019).

Below is the calculation of the result to be distributed for the periods ending December 31, 2020 and 2019:

Concept		31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
Gains attributable to owners of the parent company		54,024	3,556
<b>Minus:</b>			
Increase biological assets to fair value	i.	270	904
Increase biological assets to fair value foreign companies	i.	529	5,328
Deferred taxes		(201)	(1,043)
<b>Result to be distributed</b>		<b>54,622</b>	<b>8,745</b>
Minimum dividend %		50.00%	50.00%
<b>Accrued minimum dividend</b>		<b>27,311</b>	<b>4,373</b>
<b>Minus:</b>			
<b>Calculation of minimum dividend</b>		<b>27,311</b>	<b>4,373</b>
<b>Minimum dividend provision</b>		<b>27,311</b>	<b>4,373</b>

i. Non-realized results linked to the recording at fair value of biological assets regulated by "IAS 41" accounting standard.

**Dividends paid by Hortifrut S.A.**

Below is a detail of the dividends paid in the previous years:

Month and year of payment	Type	Last 3 years ThUS\$
May-18	Definite	6,181
Oct-18	Definite	7,358
	<b>Total year 2018</b>	<b>13,539</b>
May-19	Definite	10,724
	<b>Total year 2019</b>	<b>10,724</b>
May-20	Definite	4,373
	<b>Total year 2020</b>	<b>4,373</b>

## NOTE 29 – OTHER RESERVES

The other reserves that are presented in the consolidated statement of changes in equity, are of the following nature:

**Cash Flow hedging reserve** – Corresponds to the difference between spot values and the fair value of the cash Flow hedging contracts (CCS) which are qualified as efficient, net of deferred tax.

**Reserves due to exchange rate fluctuations.** – This balance reflects the accumulated results, by exchange rate fluctuations, when converting the financial statements of overseas subsidiaries, from their functional currency to Hortifrut's reporting currency (United States Dollars).

The detail of the account Other Reserves and its movement is as follows:

Movement	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Opening balance</b>	(15,941)	(11,806)
Cash flow hedging reserves	2,204	(1,807)
Reserves for exchange rate fluctuations	4,495	(2,328)
<b>Total</b>	<b>(9,242)</b>	<b>(15,941)</b>

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Other Reserves</b>		
Cash flow hedging reserves (*)	(1,277)	(3,481)
Reserves for exchange rate fluctuations	(7,965)	(12,460)
<b>Total</b>	<b>(9,242)</b>	<b>(15,941)</b>

(\*) The movement of cash Flow hedging reserves in the periods ending December 31, 2020 and 2019, is as follows:

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Movement of cash flow hedging reserves</b>		
Opening balance	(3,481)	(1,674)
Other comprehensive income	2,204	(1,807)
<b>Total</b>	<b>(1,277)</b>	<b>(3,481)</b>

Cash Flow hedging reserve is net of deferred tax.

Income tax included in cash flow hedging reserves is detailed below:

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Cash flow hedging reserves</b>		
Cash flow hedging reserves	(1,741)	(4,768)
Gains tax	464	1,287
<b>Total</b>	<b>(1,277)</b>	<b>(3,481)</b>

The movement of reserves due to Exchange rate fluctuations, in the period ending December 31, 2020 and 2019, is as follows:

	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Movement exchange rate fluctuation reserves</b>		
Opening balance	(12,460)	(10,132)
Other comprehensive income	4,495	(2,328)
<b>Total</b>	<b>(7,965)</b>	<b>(12,460)</b>

## NOTE 30 – NON-CONTROLLING INTERESTS

Corresponds to the recognizing of equity value and the result of the subsidiaries that correspond to minority investors.

The detail of interests of non-parent companies as of December 31, 2020 and 2019 and the interest of non-parent companies in the results of the periods ending December 31, 2020 and 2019, are the following:

Subsidiaries	Non controlling interest percentage		Non controlling interest equity		Non controlling interest in profit (loss) result	
	31-Dec-20	31-Dec-19	31-Dec-20	31-Dec-19	31-Dec-20	31-Dec-19
	%	%	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Agrícola El Avellano S.A.	60.0%	60.0%	4,156	2,824	(139)	(165)
Agrícola El Pampino S.A.	80.0%	80.0%	903	1,022	(101)	20
Agr. y Ganandera Santa Rebeca Ltda.	0.0%	75.0%	-	117	2	1
Agrícola Vida Nueva S.A.	50.0%	50.0%	3,571	3,497	6	(180)
Viveros Hortifrut Chile S.A.	-	-	-	-	-	26
Hortifrut Colombia SAS	25.0%	25.0%	115	22	(86)	(4)
Hortifrut Argentina S.A.	4.1%	4.1%	2	6	(5)	1
Agrofrutas, SRL. de C.V.	1.0%	1.0%	(44)	(98)	(3)	(32)
Hortifrut España Southern Sun S.L.	50.0%	50.0%	24,668	29,680	4,236	5,553
Agrícola Santa Rosa del Parque S.A.	70.0%	70.0%	2,100	2,393	(345)	(279)
Agrícola Mataquito S.A.	50.0%	50.0%	1,272	1,689	(491)	(285)
Euroberry Marketing S.A.	50.0%	50.0%	2,877	4,268	1,374	1,333
Agrícola los Hualles SpA	60.0%	-	(89)	-	(144)	-
Honghe Jiayu Agriculture Limited	49.0%	49.0%	25,881	17,973	6,662	1,158
Vitafoods SpA and subsidiaries	50.0%	-	33,914	-	(672)	-
<b>Total</b>			<b>99,326</b>	<b>63,393</b>	<b>10,294</b>	<b>7,147</b>

Dated June 11, 2019, we proceeded to the sale of the interest that Hortifrut Chile S.A. had in Viveros Hortifrut Chile S.A.

The movements of non-parent company interests are the following:

Movement	31-Dec-20	31-Dec-19
	ThUS\$	ThUS\$
Opening balance	63,393	52,743
Profit	10,294	7,147
Reserves for exchange rate fluctuations	(1,886)	(678)
Cash flow hedging reserves	194	(39)
Capital increase (dividends) at subsidiaries	(13,224)	(202)
Sale interest in Nursery	-	(313)
Contributions in subsidiaries (*)	40,555	4,735
<b>Total</b>	<b>99,326</b>	<b>63,393</b>

(\*) Contributions at Subsidiaries:

Contributions at subsidiaries	31-Dec-20	31-Dec-19
	ThUS\$	ThUS\$
Agrícola el Avellano S.A.	1,498	300
Honghe Jiayu Agriculture Limited	-	4,410
Hortifrut Colombia SAS	177	25
Vitafoods SpA	38,880	-
<b>Total</b>	<b>40,555</b>	<b>4,735</b>

**NOTE 31 – PROFITS PER SHARE AND DISTRIBUTABLE NET PROFIT**

**31.1. Profits per share**

The calculation of profits per share has been performed by dividing the amount of profits attributable to the shareholders by the weighted average of the number of shares of the single series. Hortifrut has not issued a convertible debt or other equity values. As a result, there are no potentially diluting effects in the Company’s income per share.

The detail of profits per share is as follows:

Basic profit (loss) per share	Measuring unit	31-Dec-20	31-Dec-19
Profit (loss) of continued operations after tax	ThUS\$	54,024	3,556
Basic weighted average number of shares	Unit	577,323,671	550,370,979
Basic profit per share from continued operations	(US\$ per share)	0.093577	0.006461

The calculation of the weighted average of the number of shares in circulation, is detailed below:

Weighted average of ordinary shares in circulation	N° of days in circulation	N° of shares	% Weighting	Weighted average of ordinary shares in circulation	
				31-Dec-20	31-Dec-19
Opening balance	366	577,323,671	100%	577,323,671	550,370,979



## NOTE 32 – OPERATING REVENUE AND OTHER REVENUE, PER FUNCTION

The detail of the item por the periods ending December 31, 2020 and 2019 is as follows:

<b>Concept</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
Revenue from operating activities	683,366	576,045
Other revenue, per function	5,461	4,393
<b>Total</b>	<b>688,827</b>	<b>580,438</b>

The detail of the Company's revenue considers revenue from operating activities plus Other revenue, per function.

<b>Other income, per function</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
Adjustment to Biologival Fair Value	649	1,401
Profit from the sale of machinery, plants, materials and supplies	1,214	1,204
Other income	636	72
Official operating subsidies	2,898	118
Third party recoveries	64	1,598
<b>Total</b>	<b>5,461</b>	<b>4,393</b>

Below we detail revenue per segment for the periods ending December 31, 2020 and 2019:

<b>Product</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>
<b>Fresh fruit</b>		
Blueberries	583,521	508,523
Raspberries	46,557	16,236
Blackberries	11,004	13,574
Strawberries	2,433	3,599
Cherries	5,677	5,770
<b>Total Fresh Fruit</b>	<b>649,192</b>	<b>547,702</b>
Value added products	39,635	32,736
<b>Total</b>	<b>688,827</b>	<b>580,438</b>

The Company's revenue is mainly constituted by the sale of products derived from the harvesting of "bearer plants".

## NOTE 33 – DETAIL OF RELEVANT RESULTS

The items in the income statement per function for the periods ending December 31, 2020 and 2019, are detailed as indicated below:

### 33.1. Costs of sales

Below are the main concepts that make up the Company's sales costs for the periods and quarters ending December 31, 2020 and 2019:

	31-Dec-20	31-Dec-19
Cost of sales	ThUS\$	ThUS\$
Cost of sales	157,317	178,316
Materials	70,096	38,637
Remunerations	108,726	102,792
Depreciation	57,439	46,243
Amortization	2,013	6,103
Other general expenses	30,878	23,893
Freight	36,979	37,021
Lease of property, machinery, etc.	2,969	3,593
Third party services	50,511	39,283
<b>Total Cost of Sales</b>	<b>516,928</b>	<b>475,881</b>

Cost of sales is presented net of the cost and expense activation to inventories.

### 33.2. Administrative expenses

Below is the detail of administrative expenses for the periods ending December 31, 2020 and 2019:

	31-Dec-20	31-Dec-19
Administration expenses	ThUS\$	ThUS\$
Remunerations	25,027	21,942
Depreciation	1,986	1,936
Amortization	474	411
Other general expenses	13,291	12,721
Lease of property, machinery, etc.	1,986	1,252
Third party services	10,447	9,072
<b>Total Administration Expenses</b>	<b>53,211</b>	<b>47,334</b>

### 33.3 Other expenses, per function

Below is the detail of Other expenses, per function, for the periods ending December 31, 2020 and 2019:

Other expenses, per function	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
Impairment value of assets	13,724	1,747
Fair Value adjustment biologicals	1,401	7,357
<b>Sub-total impairment</b>	<b>15,125</b>	<b>9,104</b>
<b>Research expenses</b>		
Cost of Sales	3	143
Materials	105	99
Remunerations	376	364
Depreciation	56	67
Other general expenses	138	271
Freight	3	7
Lease of property, machinery, etc.	32	51
Third party services	223	609
Received contributions	(59)	(309)
<b>Sub-total research expenses</b>	<b>877</b>	<b>1,302</b>
<b>Other expenses</b>		
Loss from the sale of property, plants and equipment and materials	1,646	876
Asset write-offs	137	19
Impairment accounts receivable	635	1,129
Other expenses	827	1,752
<b>Sub-total Other expenses</b>	<b>3,245</b>	<b>3,776</b>
<b>Total other expenses, per function</b>	<b>19,247</b>	<b>14,182</b>

### NOTE 34 – FINANCIAL EXPENSES

Below is a detail of financial expenses for the periods ending December 31, 2020 and 2019:

Financial Expenses	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
Bank loans	14,612	18,940
Bonds	4,318	3,203
Other financial expenses	1,819	2,673
Interests with related parties	146	291
Leasing interests under IFRS 16	1,920	1,207
Leasing interests	290	756
<b>Total Financial Expenses</b>	<b>23,105</b>	<b>27,070</b>



## NOTE 35 – OTHER REVENUE AND EXPENSE

Below is a detail of Other Revenue and Expense for the periods ending December 31, 2020 and 2019:

	31-Dec-20	31-Dec-19
Other revenue (expense)	ThUS\$	ThUS\$
Expenses due to fines and tax readjustments	-	(1,263)
Donations	(606)	(754)
Other revenue (expense)	48	258
<b>Total Other Revenue (expense)</b>	<b>(558)</b>	<b>(1,759)</b>

## NOTE 36 – EXCHANGE RATE DIFFERENCE

Below is a detail of the exchange rate difference for the periods ending December 31, 2020 and 2019:

	Currency	31-Dec-20	31-Dec-19
		ThUS\$	ThUS\$
<b>Assets</b>			
Cash and cash equivalents	CLP	141	406
Cash and cash equivalents	USD	(1,191)	2,441
Cash and cash equivalents	EUR	(124)	(365)
Cash and cash equivalents	GBP	38	111
Cash and cash equivalents	MXN	(127)	(160)
Cash and cash equivalents	PEN	(497)	76
Trade debtors and other accounts receivable	CLP	526	496
Trade debtors and other accounts receivable	USD	(1,529)	584
Trade debtors and other accounts receivable	EUR	26	8
Trade debtors and other accounts receivable	MXN	(572)	189
Trade debtors and other accounts receivable	GBP	(19)	-
Trade debtors and other accounts receivable	PEN	(165)	54
Accounts receivable from related entities	EUR	(4,857)	102
Accounts receivable from related entities	GBP	-	166
Current tax assets	CLP	(259)	(221)
Current tax assets	MXN	(104)	-
Current tax assets	EUR	12	1
Current tax assets	PEN	1,096	(139)
Current tax assets	USD	16	105
<b>Sub-total</b>		<b>(7,589)</b>	<b>3,854</b>
<b>Liabilities</b>			
Other financial liabilities	CLP	(11)	9
Other financial liabilities	EUR	11	52
Other financial liabilities	MXN	(32)	-
Other financial liabilities	USD	39	(125)
Other financial liabilities	PEN	354	(10)
Trade accounts and other accounts payable	CLP	(1,364)	(1,604)
Trade accounts and other accounts payable	USD	2,378	(826)
Trade accounts and other accounts payable	EUR	(51)	43
Trade accounts and other accounts payable	MXN	116	(269)
Trade accounts and other accounts payable	PEN	359	(218)
Accounts payable to related entities	CLP	138	219
Accounts payable to related entities	USD	4,958	(890)
Accounts payable to related entities	MXN	19	1
Accounts payable to related entities	GBP	15	10
Accounts payable to related entities	PEN	7	(13)
Other liabilities	CLP	11	-
Other liabilities	MXN	-	181
Other liabilities	PEN	-	(167)
<b>Sub-total</b>		<b>6,947</b>	<b>(3,607)</b>
<b>Total exchange rate difference</b>		<b>(642)</b>	<b>247</b>

## NOTE 37 – FOREIGN CURRENCY

### 37.1 Foreign Currency Current Assets

<b>Current Assets</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
<b>Cash and Cash Equivalents</b>		
Dollar	86,983	26,990
Euros	6,767	6,164
Chilean Pesos	2,346	1,053
Mexican Pesos	441	538
Peruvian Nuevo Sol	3,286	4,816
Yuan	913	924
Other currencies	901	1,517
<b>Other current financial assets</b>		
Dollar	1,806	-
<b>Other current non-financial assets</b>		
Dollar	5,906	4,377
Euros	322	141
Chilean Pesos	949	1,052
Mexican Pesos	902	2,139
Peruvian Nuevo Sol	235	934
Yuan	70	52
Other currencies	9	15
<b>Current trade debtors and other accounts receivable</b>		
Dollar	31,649	27,254
Euros	23,129	20,222
Chilean Pesos	19,154	15,537
Mexican Pesos	9,748	4,575
Peruvian Nuevo Sol	13,454	24,344
Yuan	170	3,416
Other Currencies	1,861	1,718
<b>Current accounts receivable from related entities</b>		
Dollar	52,460	56,338
Euros	6,733	5,091
Chilean Pesos	10	754
Yuan	-	48
<b>Inventories</b>		
Dollar	49,485	67,835
Euros	1,922	1,250
Chilean Pesos	18,266	421
Yuan	5,953	661
Other currencies	382	414
<b>Current biological assets</b>		
Dollar	18,348	16,756
Euros	1,728	899
Chilean Pesos	-	422
Other currencies	167	148
<b>Current tax assets</b>		
Dollar	-	3,316
Euros	-	584
Chilean Pesos	-	574
Peruvian Nuevo Sol	-	4,818
<b>Not current assets or groups of assets for its disposal classified as held for sale</b>		
Euros	2,884	-
<b>Total Current Assets</b>	<b>369,339</b>	<b>308,107</b>

## 37.2 Foreign Currency Non-Current Assets

Non-Current Assets	31-Dec-20 ThUS\$	31-Dec-19 ThUS\$
<b>Other non-current financial assets</b>		
Dollar	3,145	755
<b>Other non-current non-financial assets</b>		
Dollar	1,031	1,158
Euros	11	28
Other currencies	676	-
<b>Non-current fees receivable</b>		
Dollar	2,370	2,682
Chilean Pesos	324	85
Other currencies	126	193
<b>Non-current accounts receivable from related entities</b>		
Euros	5,026	4,417
<b>Investments recorded using the equity method</b>		
Dollar	10,247	10,757
Euros	1	381
Other currencies	743	802
<b>Intangible assets other than goodwill</b>		
Dollar	7,854	8,855
<b>Goodwill</b>		
Dollar	179,770	179,770
<b>Property, plant and equipment</b>		
Dollar	762,540	712,593
Euros	4,326	11,395
Chilean Pesos	2,963	3,216
Yuan	69,005	49,610
Other currencies	3,599	3,682
<b>Right of Use Assets</b>		
Dollar	18,823	21,025
Euros	1,516	1,476
Chilean Pesos	27	44
Yuan	53,465	-
Other currencies	708	322
<b>Deferred tax assets</b>		
Dollar	20,465	18,451
<b>Total non-current assets</b>	<b>1,148,761</b>	<b>1,031,697</b>
<b>Total Assets</b>	<b>1,518,100</b>	<b>1,339,804</b>
<b>Dollar</b>	<b>1,252,882</b>	<b>1,158,912</b>
<b>Euros</b>	<b>54,365</b>	<b>52,048</b>
<b>Chilean Pesos</b>	<b>44,039</b>	<b>23,158</b>
<b>Mexican Pesos</b>	<b>11,091</b>	<b>7,252</b>
<b>Peruvian Nuevo Sol</b>	<b>16,975</b>	<b>34,912</b>
<b>Yuan</b>	<b>129,576</b>	<b>54,711</b>
<b>Other currencies</b>	<b>9,172</b>	<b>8,811</b>
<b>Total Assets per Currency</b>	<b>1,518,100</b>	<b>1,339,804</b>

### 37.3 Foreign Currency Current Liabilities

<b>Current Liabilities</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
<b>Other current financial liabilities</b>		
Dollar	90,107	166,000
Euros	14,457	9,938
Chilean Pesos	213	383
Yuan	6,449	24
<b>Current Lease Liabilities</b>		
Dollar	5,519	9,575
Euros	462	416
Chilean Pesos	387	288
Mexican Pesos	75	250
Yuan	1,747	-
Other currencies	218	85
<b>Current trade accounts and other accounts payable</b>		
Dollar	58,263	34,019
Euros	3,551	3,172
Chilean Pesos	29,426	19,616
Mexican Pesos	4,743	3,536
Peruvian Nuevo Sol	11,459	13,477
Yuan	988	3,630
Other currencies	339	1,348
<b>Current accounts payable to related entities</b>		
Dollar	1,816	520
Euros	-	276
Chilean Pesos	211	2,003
Peruvian Nuevo Sol	52	549
<b>Other current provisions</b>		
Dollar	1,459	1,409
<b>Current tax liabilities</b>		
Dollar	93	-
<b>Current provisions for employee benefits</b>		
Dollar	103	318
Chilean Pesos	3,349	799
Pesos mexicanos	1,774	728
Peruvian Nuevo Sol	3,436	1,718
Other currencies	112	113
<b>Other current non-financial liabilities</b>		
Dólar	1,106	690
<b>Total Current Liabilities</b>	<b>241,914</b>	<b>274,880</b>

### 37.4 Foreign Currency Non-Current Liabilities

<b>Non-Current Liabilities</b>	<b>31-Dec-20 ThUS\$</b>	<b>31-Dec-19 ThUS\$</b>
<b>Other non-current financial liabilities</b>		
Dollar	348,159	253,801
Euros	6,889	11,287
Chilean Pesos	119	78
Yuan	23,469	14,358
<b>Non-current lease liabilities</b>		
Dollar	13,759	20,643
Euros	805	978
Chilean Pesos	1,969	2,130
Mexican Pesos	67	506
Yuan	45,865	-
Other currencies	507	176
<b>Other non-current accounts payable</b>		
Dollar	6,711	6,506
<b>Non-current accounts payable to related entities</b>		
Dollar	740	-
Euros	2,897	4,662
Chilean Pesos	7,145	1,122
<b>Other non-current provisions</b>		
Dollar	45	323
Euros	828	899
<b>Deferred tax liabilities</b>		
Dollar	88,751	89,339
<b>Total Non-Current Liabilities</b>	<b>548,725</b>	<b>406,808</b>
<b>Total liabilities</b>	<b>790,639</b>	<b>681,688</b>
Dollar	616,631	583,143
Euros	29,889	31,628
Chilean Pesos	42,819	26,419
Mexican Pesos	6,659	5,020
Peruvian Nuevo Sol	14,947	15,744
Yuan	78,518	18,012
Other currencies	1,176	1,722
<b>Total liabilities per currencies</b>	<b>790,639</b>	<b>681,688</b>
<b>Summary of thousands of net dollars per currency</b>		
Dollar	636,251	575,769
Euros	24,476	20,420
Chilean Pesos	1,220	(3,261)
Mexican Pesos	4,432	2,232
Peruvian Nuevo Sol	2,028	19,168
Yuan	51,058	36,699
Other currencies	7,996	7,089
<b>Net total per currency</b>	<b>727,461</b>	<b>658,116</b>

## NOTE 38- CONTINGENCIES

### a) Pledged shares

To the closing of the current financial statement, the Company does not present pledged shares.

### b) Direct guarantees

Dated February 12, 2015, a Standby Letter was issued with Banco Estado bank in order to guarantee the faithful compliance of the payment commitment with Royal Berries S.L. for the purchase of an operating license for varieties of berries. As of December 31, 2020, the balance of the Standby Letter was at US\$2.86 million.

At the subsidiaries Agrícola Santa Rosa del Parque S.A., Agrícola Mataquito S.A., Agrícola El Pampino S.A., and Agrícola Hortifrut S.A. there are restrictions (guarantees and/or mortgages) over its biological assets.

Below is a detail of the book value of the assets given in guarantee, as well as the debt associated to these assets in Chile:

<u>Company</u>	<u>Bearer Plants</u>	<u>Other Properties</u>	<u>Associated Debt</u>	
	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>Bank</u>
Agrícola Santa Rosa del Parque S.A	2,431	2,374	1,008	Banco RaboFinance Chile
Agrícola Mataquito S.A. (Curepto Field)	4,005	1,877	1,513	Banco RaboFinance Chile
Agrícola Hortifrut S.A.	-	2,304		
Hortifrut S.A. (Antillanca Plant)	-	865	41,283	Banco Credito e Inversiones
Hortifrut Comercial S.A. (La Serena Field)	-	2,168		
Hortifrut Chile S.A. (Angol-Gorbea-Los Angeles Plant)	-	12,346		
<b>Total</b>	<b>6,436</b>	<b>21,934</b>	<b>43,804</b>	

Below is a detail of the book value of the assets given in guarantee, as well as the debt associated to these assets in Peru:

<u>Company</u>	<u>Land</u>		<u>Associated Debt</u>	
	<u>Surface</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	
Berries de Chao S.A.C. - Remanso 1 y 2	566 has	9,893	7,384	Metlife
Hortifrut-Peru SAC. - Armonia 1,2 y 3	568 has	10,086	7,410	Metlife
Berries de Chao S.A.C. - Ilusion Taly Avo	172 has	2,382	2,244	Metlife
Hortifrut-Peru SAC. - El Tumi	214 has	3,293	2,792	Metlife
Hortifrut-Peru SAC. - Planta Salaverry	39,981 m2	3,534	-	Scotiabank
		<b>29,188</b>	<b>19,830</b>	

Mortgages in favor of Scotiabank, are in the process of being lifted, as of this date the debt is paid.

## **Detail of Property, Plants and Equipment subject to guarantees or restrictions in Chile**

b.1) Agrícola Santa Rosa del Parque S.A.

b.1.1) Mortgage in favor of RaboFinance over: (i) Higuera A, resulting from the division of the "El Parque" estate, Angol, (ii) water use rights corresponding to 10 water irrigators from the Parque Ñipado channel which water the aforementioned branch drain and (iii) permanent and continuous consumptive water use rights for 75 liters/sec. at Huequén River. The amount of the used credit is ThUS\$1,008.

b.1.2) Pledge without displacement in favor of RaboFinance over the real estate located on the property denominated in letter b.1.1).

b.2) Agrícola Mataquito S.A.

b.2.1) Mortgages in favor of RaboFinance over: (i) Higuera Tercera of the Fundo Ponunquén Estate, commune of Curepto; (ii) Lot B of the Informe de Higuera map, out of a surface of 20.18 hectares, Commune of Curepto and (iii) Water rights which water the aforementioned properties. The amount of the used credit is ThUS\$1,513.

b.2.2) Pledge without displacement in favor of RaboFinance over the movable goods located on the properties described in letter b.4.1).

b.3) Agrícola Hortifrut S.A.

b.3.1) Mortgage in favor of BCI over: Lot A, Vista Hermosa Subdivision; Higuera N°1, La Pantalla y El Zarzal; Lot 4-1 Arturo Araya; Farm N° 5 Arturo Araya; Lot 6-1 Arturo Araya; Lot 8-1 Arturo Araya; and its respective water rights; all corresponding to the commune of Panguipulli.

As of December 31, 2020, the Company does not have a legal or contractual obligation to disassemble, remove or rehabilitate sites where its operations are developed, reason why its assets do not incorporate costs associated to said requirements.

b.4) Hortifrut Chile S.A.

b.4.1) Mortgages in favor of BCI over: (i) Lot One - B, part of El Congreso Farm, Commune of Gorbea.

b.4.2) Pledge without displacement in favor of BCI over the movable goods located on the property detailed in letter b.6.1).

b.4.3) Mortgages in favor of BCI over: Lot Two of Higuera Segunda of Lot B of the Property denominated Resto Hacienda Virquenco.

b.4.4) Pledge without displacement in favor of BCI over the movable goods located on the property detailed in letter b.6.3).

b.4.5) Mortgages in favor of BCI over: (i) property located in Lot One of Resto of Farm Coihuecura, Commune of Yerbos Buenas and its water rights.

b.4.6) Pledge without displacement in favor of BCI over the movable goods located on the property detailed in letter b.9.1).



b.5) Hortifrut S.A.

b.5.1) Mortgages in favor of BCI over: property located on Antillanca street N° 370 (Lot 4-B) and N° 540 (Lot 5-B), both located in the Commune of Pudahuel.

b.6) Hortifrut Comercial S.A.

b.6.1) Mortgages in favor of BCI over: (i) Lots 1, 2, 4 to 16 and 55 to 84 and water rights, of the sub-division of Farm 151, of Colonia Gabriel Gonzalez Videla, Vegas Norte Sector, La Serena.

The credit received by BCI, for the mortgages individualized in letters b.6 to b.8 and b.5.3, correspond to the amount of US\$54 million. The amount of used credit is ThUS\$41,283.

c) Indirect guarantees

To the closing of these Financial Statements, the Company does not have guarantees directly managed by the subsidiaries.

d) Guarantees obtained from third parties

To the closing of these periods, the Company has not received relevant guarantees from third parties.

e) Restrictions

Management restrictions or limit of financial indicators are presented detailed in Note 21 g).

f) Lawsuits

Below we present the main valid lawsuits:

<u>Plaintiff</u>	<u>Defendant</u>	<u>Type of Lawsuit</u>	<u>Claimed Amount</u>	<u>Probable Resolution</u>	<u>Provision</u>
Hortifrut S.A. de CV	Agrícola Gavilanes	Executory Commercial (*)	USD 173,420	Favorable for Hortifrut	50% provisioned
Hortifrut S.A. (Ex VBM)	Marchant Morales	Executory Commercial	USD 138.694	Uncertain	Provisioned
Confederación Hidrográfica de Guadalquivir	Hortifrut España Southern Sun S.L	Water law infringement	EUR 127.039	Uncertain	Provisioned

(\*) Net provisions have been constituted of the seizable guarantees.

g) Other contingencies

The Company, to the closing of these Financial Statements, does not maintain other contingencies that could significantly affect the current financial statements.

### **NOTE 39 - ENVIRONMENT**

Hortifrut is a Company that is concerned with the environment. Most of its production in Chile has been converted to organic production, thus becoming the largest organic blueberry producer in the world.

For the period ending December 31, 2020, the Company has not performed disbursements related with protecting the environment, and there are no future committed disbursements regarding this matter.

In the future, the Company and its subsidiaries reiterate their commitment for taking care of the environment by constantly training its workers and subscribing agreements that allow it to advance towards sustainable development in order to obtain a harmonic progress between its operations and its surroundings.



## NOTE 40 – SUBSEQUENT EVENTS

In January 2021, Hortifrut S.A. and AeroFarms, leader in vertical agriculture in controlled environments, signed an agreement to together develop and research the harvesting of blueberries and other berries in totally controlled environments and vertical farms. This agreement will allow both companies to expand their knowledge of environmentally responsible agriculture and the production of berries in controlled environments. These combined efforts are in line with the vision to produce and supply the freshest, healthiest, and most sustainable berries during the whole year at any location in the world.

The agreement considers the installation of an experimental site, the harvesting of Hortifrut varieties, viability, data analysis and a possible additional expansion.

Both companies count with B Corporation certification, having responsible agriculture, high quality, and customer service as part of their DNA.

Between December 31, 2020 and the date of issuance of these consolidated financial statements, no other events of a financial or other nature have taken place which significantly affect the interpretations of these.



## NOTE 41 – OTHER INFORMATION

The number of Hortifrut and subsidiaries employees per category is as follows:

	<u>31-Dec-20</u>	<u>31-Dec-19</u>
Indefinite contracts	1,568	1,310
Temporary contracts	<u>25,709</u>	<u>28,257</u>
<b>Total contracts</b>	<u><b>27,277</b></u>	<u><b>29,567</b></u>

<b>Indefinite Contracts</b>	<u>31-Dec-20</u>	<u>31-Dec-19</u>
Chile	637	485
United States	22	23
Mexico	246	168
Spain	73	63
Brazil	45	40
Argentina	-	10
Peru	485	480
China	39	32
Germany	3	4
England	5	5
Colombia	8	-
Netherlands	<u>5</u>	<u>-</u>
<b>Total</b>	<u><b>1,568</b></u>	<u><b>1,310</b></u>

<b>Temporary Contracts</b>	<u>31-Dec-20</u>	<u>31-Dec-19</u>
Chile	6,289	5,634
Mexico	2,350	1,708
Spain	40	45
Brazil	166	75
Peru	15,784	20,549
China	1,063	246
Colombia	<u>17</u>	<u>-</u>
<b>Total</b>	<u><b>25,709</b></u>	<u><b>28,257</b></u>





# REASON

## REASONED ANALYSIS

CONSOLIDATED FINANCIAL  
STATEMENTS





**REASONED ANALYSIS OF HORTIFRUT S.A.'S**  
**CONSOLIDATED FINANCIAL STATEMENTS**

**As of December 31, 2020**  
**(In thousands of United States dollars)**

The current reasoned analysis has been prepared for the period ending December 31, 2020, compared with the financial statements as of December 31, 2019 (Dec20 and Dec19, respectively).

*Since the Company administers its operations with an agricultural season (July 01 to June 30) point of view, which is the relevant criteria for this type of business, in this analysis we also include the comparison of the first 6 months of the 20/21 and 19/20 seasons (2H20 and 2H19, respectively).*

**1. HIGHLIGHTS OF THE PERIOD AND SUBSEQUENT FACTS**

**Significant improvement in the Company's results**

	JANUARY-DECEMBER		SEASON	
	Dec20	Dec19	2H20	2H19
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
EBITDA	175,133	99,548	129,459	75,937
Profit (loss), attributable to the parent company equity holders	54,024	3,556	51,522	19,757

During 2020 and 2H20 Hortifrut showed a relevant improvement in its performance. The main factors of this result are the execution of the commercial strategy through our platforms at the destination markets, the strength of our genetics programs, the innovation and application of production and operation technologies, the design to optimize our production curves and the Company's financial strength.

The excellence of our trade platforms allows us to provide better services for our customers with new and diverse product formats, which associated to our genetics (own and licensed) allow us to develop premium programs for fruit with better characteristics, assuring the preference of our customers and third party growers, accomplishing during 2020, a 16.16% increase in the distributed volume and a 1.47% increase in the average sale price, which were above the market benchmarks.

Also, the use of technologies at a field and operations level at origin and destination, as well as the planted proprietary varieties, have allowed us to decrease our costs and optimize our production curve in order to accomplish a better market supply. Thereby, the sales cost of the 83,632 tons distributed as of Dec20 was 6.18 US\$/kg, compared to 6.61 US\$/kg for the 72,000 tons distributed as of Dec19.

The market knowledge allowed Hortifrut to maximize profitability, through an efficient planning of supply, executed through the pruning strategy, the design of the production curve and the handling of programmed harvests, which allowed an early start-up of the S20/21 in Peru and resulted in commercializing during the 2H20 approximately 35,100 tons from Peru, which represents a 29.78% growth in relation to the same half of the previous year.

The Company supplies part of the demand of our commercial platforms in Asia and North America from fields developed to obtain competitive advantages, such as the blueberry fields in China, and the raspberry and blueberry fields in Mexico. In the case of Mexico, the planted hectares of Centennial, own raspberry variety developed by Hortifrut's genetics program, in own and third party fields, has brought a significant increase in commercialized volumes, passing from 1,356 tons in 2H19 to 3,775 tons in 2H20.

This has allowed the obtention of a growth in the consolidated EBITDA during the 2H20 of 70.48% in relation to the 2H19, reaching US\$129.46 million.

Finally, the Company has complied with the outlined objectives from the financial point of view, reducing its debt ratios (net financial debt /EBITDA) from 4.3 times as of Dec19 to 2.5 times as of the closing of 2020.

### **Growth of value added products**

In line with the Company's growth strategy, on July 31, 2020, the merger between Hortifrut and Alifrut, subsidiary of Duncan Fox, was concentered, to combine its export of frozen products operations in equal parts, thus forming Vitafoods.

The merger process considered the consolidation of five frozen products productive plants, which will start producing and commercializing a volume close to 35 million kilos, making it a very relevant global actor in its category in the international markets.

The new company directly distribute to its customers through the global commercial platforms of Hortifrut and its subsidiary, Naturipe Value Added Foods USA. Also, the industrial and commercial expertise of Alifrut is incorporated as a frozen multi-product processor, which allows Vitafoods to manage a large part of the business' value chain, thus assuring the best food safety and quality, greater stability in supply and a varied multi-product offer for its global customers, together with the development of new products and formats.

### **Strengthening our commercial platform in Europe**

In order to continue strengthening its leadership position in the commercializing of berries in Europe, in February 2020 Hortifrut reached an agreement to purchase a non-controlling interest in BFruit producers' organization in Portugal.

As a result of this agreement, all the volume of BFruit is commercialized through Hortifrut's commercial platform for Europe, thus increasing the volume of the already existing vertically integrated business. Also, this allows Hortifrut to perform a faster commercial escalation of the new varieties of raspberries, blackberries and blueberries from its own varietal development programs around the world. It is expected that during the 20/21 season, BFruit will provide 1,100 tons of berries for Hortifrut.

### **Favorable Resolution US-ITC**

The International Trade Commission of the USA, after investigating the imported blueberries market in this country, determined, by unanimity of its members, that fresh, refrigerated or frozen blueberries from the different countries that export to the United States, among them Chile, Peru and Mexico, do not constitute a substantial cause of serious damage or threat for that country's industry.

As a result, dated February 12, 2021, the Commission determined to close the investigation and therefore no safeguards or restrictions will be applied to the imported products.

### **Change of the Agrarian Regime in Peru**

At the beginning of 2021, the Peruvian government approved a change in the agrarian regime of that country. The main changes to the previously in force regime are: 1) a special bonus is created for agricultural workers of 30% of the minimum vital remuneration, 2) the participation of the profits to the workers will gradually increase by 5% currently until reaching 10% in 2027, 3) the increase in the company's contribution to the health insurance of employees is accelerated and will reach 9% of the taxable salary by 2025 (before 2029), and 4) there will be a progressive increase in the Income tax from 15% today to 29.5% in 2028.

### **Successful debt refinancing for US\$101 million**

Dated August 25, 2020, Hortifrut S.A. subscribed a union credit contract and a bilateral credit contract for the total of US\$101 million, with the participation of Banco Santander, Industrial and Commercial Bank of China (ICBC Bank), Banco de Occidente, Bladex and Rabobank, both for a 5 year term with a 2 year grace period. The funds from these credits were totally used to refinance short term liabilities.

These operations show the wide access to the local and international financial market that the company has, which despite the adverse conditions that the market faces due to the pandemic, it has obtained favorable conditions, adjusting its maturity profile and strengthening its financial structure.

### **COVID-19 Sanitary Contingency**

In relation to the sanitary contingency due to the COVID-19 pandemic, Hortifrut has taken actions in order to take care of the health of its workers and collaborators, adopting the home-office modality for all its workers who can perform their tasks remotely. For the workers whose task has to be done in person, all the recommendations and measures established by the governmental authorities of each country and global organizations have been applied, a traceability system was developed for the workers and communication campaigns have taken place, as well as support for them.

In order to maintain our commitment to supply berries every day of the year, the Company has aimed to assure the continuity of the operations, adopting measures to assure the provision of the necessary supplies for the correct functioning of all our fields. As of today the fields where the Company is harvesting are Chile and Mexico, whose operations have not been greatly affected.

## 2. SUMMARY OF THE PERIOD

The calculation of the EBITDA is detailed below:

	JANUARY-DECEMBER		SEASON	
	Dec20	Dec19	2H20	2H19
EBITDA DETERMINING	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Income from operating activities	683,366	576,045	424,063	300,924
Other income, per function	5,461	4,393	(796)	1,923
<b>Total Income</b>	<b>688,827</b>	<b>580,438</b>	<b>423,267</b>	<b>302,847</b>
Cost of sales	(516,928)	(475,881)	(303,675)	(230,051)
Administration expenses	(53,211)	(47,334)	(28,589)	(23,297)
Other expenses, per function *	(5,523)	(12,435)	(2,689)	(3,072)
<b>Total Costs and Expenses</b>	<b>(575,662)</b>	<b>(535,650)</b>	<b>(334,953)</b>	<b>(256,420)</b>
<b>Operating Result</b>	<b>113,165</b>	<b>44,788</b>	<b>88,314</b>	<b>46,427</b>
Depreciation and amortization	61,968	54,760	41,145	29,510
<b>EBITDA</b>	<b>175,133</b>	<b>99,548</b>	<b>129,459</b>	<b>75,937</b>
<b>EBITDA without Fair Value</b>	<b>175,885</b>	<b>105,504</b>	<b>130,952</b>	<b>75,914</b>

\*Excludes impairment in the value of assets

### Accumulated analysis as of December 2020

The accumulated EBITDA as of Dec20 reached US\$175.13 million, which represents a 75.93% increase compared with the US\$99.55 million recorded as of Dec19. The higher EBITDA is mainly due to: 1) the execution of its commercial strategy through Hortifrut's platforms at destination markets, allowing to record a 1.47% increase in the average sale price, 2) the strength of its genetics programs, which have contributed to the increase in commercialized volume of 16.16%, mainly blueberries from Mexico and China and raspberries from Mexico and Portugal, most of which have been planted with Hortifrut genetics (own and licensed), 3) the innovation and application of production and operation technologies, generating sale cost per kilo efficiencies and improvements in the quality of the fruit, and 4) the design to optimize its production curve, especially obtaining an early production curve in Peru. It must be stated that as of Dec20 a *fair value* adjustment was recognized for fruit on bearer plants for US\$0.65 million (US\$1.40 million as of Dec19), which net of the reversal of the adjustment recognized in Dec19, impacted the EBITDA as of Dec20 by -US\$0.75 million (-US\$5.96 million as of Dec19).

As of the closing of the 2020 calendar year, a profit attributable to the parent company shareholders for US\$54.02 million was recorded, representing a US\$50.47 million increase in relation to the US\$3.56 million profit recorded in Dec19. This improvement in gains attributable to the parent company is mainly due to: 1) an increase in the operational margin of US\$68.38 million as a result of an increase in distributed volumes and the aforementioned average sale price, as well as the already stated reduction in costs and expenses, and 2) a decrease in non-operating loss of US\$8.43 million due to the reduction of financial costs by US\$3.97 million and due to lower loss in Interest of the profits of associated companies and joint business for US\$5.51 million. This was partially offset by the increase in income tax expense of US\$11.22 million linked to the higher before tax result.

### Analysis of the July-December 2020 season

Also, the EBITDA during the 2H20 reached US\$129.46 million, increasing 70.48% compared to the US\$75.94 million EBITDA recorded in the 2H19. The EBITDA mainly increased due to the 35.49% increase in volume commercialized during the period, influenced by the forwarding of the season in Peru, thanks to the design to optimize its production curve, which meant a distributed volume of approximately 35,100 tons during 2H20 from this country (+29.78% in relation to the same quarter of the previous year). Additionally, there is a 5.79% increase in the average price of the fruit mix, which, together with higher volumes, among other factors, allow for income from operating activities in the 2H20 to reach US\$424.06 million, which represents a US\$123.14 million increase compared to the same period in 2019, all thanks to the excellence of its commercial platforms that provide the best services for its customers with new and diverse product formats.

During the 2H20, the Genetics business generated an EBITDA of US\$7.45 million, amount equal to 5.75% of the Company's total EBITDA recorded in the same period, which is favorably compared with the US\$4.10 million EBITDA generated by this business during the 12 months of the 19/20 season (equal to 5.4% of the EBITDA of said season). This result shows the sale of blueberry, raspberry and blackberry plant varieties developed by Hortifrut to third party producers in several countries, thus accelerating the future growth of volumes commercialized by the Company.

Profit attributable to the parent company shareholders reached US\$51.52 million in 2H20 compared to the US\$19.76 recorded during the 2H19 (+160.78%). The higher profit is mainly due to higher sales volume, increase in average prices, efficiency in costs and expenses and the reduction of financial expenses (-US\$ 1.50 million), which was partially offset by: 1) the higher write-off of bearer plants that reached US\$12.85 million during the 2H20, 2) higher *fair value* adjustment of fruit on bearer plants recorded in the 2H20 compared to the same period the previous year, and 3) a higher loss due to exchange rate fluctuation (-US\$3.74 million).

<b>Net financial debt determining</b>	<b>31-Dec-20</b>	<b>31-Dec-19</b>
<b>Items</b>	<b>ThUS\$</b>	<b>ThUS\$</b>
Other current financial liabilities	111,226	176,345
Current lease liabilities*	8,408	10,614
Other non-current financial liabilities	378,636	279,524
Non-current lease liabilities*	62,972	24,433
<b>Total financial liability</b>	<b>561,242</b>	<b>490,916</b>
<b>Minus:</b>		
Cash and cash equivalents	101,637	42,002
<b>Total net financial debt</b>	<b>459,605</b>	<b>448,914</b>

*\*Operating Lease s are considered, which as of 2019 must be recognized as assets and liabilities in it (IFRS 16) . Bank debt and bond covenants do not consider impact of accounting of Operating Lease (IFRS 16).*

The Company's net financial debt increased from US\$448.91 million as of December 31, 2019 to US\$459.61 million as of December 31, 2020, impacted by the recognizing of lease liabilities for US\$47.61 million (between current and non-current) at the subsidiary Honghe Jiayu Agriculture Ltd. (China). Separating this effect, a decrease was observed mainly explained by the increase in cash due to flows received from the Peru campaign, and the cash of new frozen food operation (Vitafoods), which as of the closing of December 2020, maintained a high level of cash provided by both partners (Hortifrut and Alifrut) for the purchase of fruit to be commercialized during 2021.

Gross financial debt increased in relation to December 2019, mainly due to the recognizing of the aforementioned lease liabilities in China, due to the financing of work capital for Vitafoods and the financing of investments in China and Mexico during the first half of 2020. As of December 2020, the liability associated to operating lease contracts that the Company has reach US\$65.76 million, which is compared with US\$21.81 million as of December 2019.

### **3. ANALYSIS OF INCOME STATEMENT**

As of December 2020, gains attributable to parent company shareholders were recorded for US\$54.02 million, representing a US\$50.47 million increase compared to the US\$3.56 million profit as of Dec19. The increase in profit attributable to the parent company shareholders compared to Dec19 is mainly because of: i) an increase in the operational margin of US\$68.38 million due to: 1) the development of its commercial strategy through Hortifrut's platform at the destination markets, allowing to record a 1.47% increase in the average sale price, 2) the strength of its genetics programs, which have contributed to the increase in commercialized volume of 16.16%, mainly blueberries from Mexico and China and raspberries from Mexico and Portugal, most of which have been planted with Hortifrut genetics (owned and licensed), 3) the innovation and application of technologies in production and operations, generating sales cost efficiencies per kilo and improvement in the fruit quality, and 4) the design to optimize the production curve, especially obtaining an early production curve in Peru, slightly offset by a higher depreciation cost during Dec20 (+US\$7.21 million) due to higher volume produced in Peru and the start-up of production of new plantations in Mexico and China, and by the higher impairment of assets realized during 2020 (+US\$11.98 million), ii) a reduction in non-operating loss of US\$8.43 million due to the decrease in financial expenses of US\$3.97 million because of a more efficient use of cash and the fall in market interest rates, and due to lower loss in Interest in the profits of associates and joint business for US\$5.51 million mainly because an agricultural business in the USA which was in the associated Munger Hortifrut NA LLC. came to be consolidated within the subsidiary Hortifrut Imports Inc. The aforementioned was slightly offset by the increase in gains tax expense of US\$11.22 million, linked to the higher before tax result.

The accumulated EBITDA as of December 2020 reached US\$175.13 million, which represents a 75.93% increase compared with the US\$99.55 million recorded as of December 2019. The higher EBITDA is mainly due to the aforementioned operating factors.

#### **a) Main Components of Income**

Income from operating activities reached US\$683.37 million during Dec20, representing an 18.63% increase compared to Dec19. This increase is mainly due to the 16.16% increase in sales volume and the 1.47% increase in average price per kilo of the fruit mix due to the aforementioned factors, with which the average price passed from 7.02 US\$/Kg to 7.13 US\$/Kg (average of 2019 and 2020, respectively).

Income from operating activities of the 2H20 increased 40.92% (+US\$123.14 million) in relation to the previous season, reaching US\$424.06 million, explained by the 35.49% increase in distributed volume to 51,616 tons and the 5.79% increase in average price per kilo.

<b>Total Operating Income</b>	<b>Dec20</b> <b>ThUS\$</b>	<b>Dec19</b> <b>ThUS\$</b>	<b>Variation</b> <b>%</b>	<b>2H20</b> <b>ThUS\$</b>	<b>2H19</b> <b>ThUS\$</b>	<b>Variation</b> <b>%</b>
Income from operating activities	683,366	576,045	18.63%	424,063	300,924	40.92%
Other income, per function	5,461	4,393	24.31%	(796)	1,923	-141.39%
<b>Total Operating Income</b>	<b>688,827</b>	<b>580,438</b>	<b>18.67%</b>	<b>423,267</b>	<b>302,847</b>	<b>39.76%</b>

The following is the detail of total operating income per business segment:

<b>Income per Segment</b>	<b>Dec20</b> <b>ThUS\$</b>	<b>Dec19</b> <b>ThUS\$</b>	<b>Variation</b> <b>%</b>	<b>2H20</b> <b>ThUS\$</b>	<b>2H19</b> <b>ThUS\$</b>	<b>Variation</b> <b>%</b>
<b>Fresh Fruit</b>	<b>649.192</b>	<b>547.702</b>	<b>18,53%</b>	<b>402.100</b>	<b>289.127</b>	<b>39,07%</b>
Blueberries	583.521	508.523	14,75%	361.822	273.245	32,42%
Raspberries	46.557	16.236	186,75%	30.784	8.640	256,30%
Blackberries	11.004	13.574	-18,93%	6.651	5.425	22,60%
Strawberries	2.433	3.599	-32,40%	1.262	1.376	-8,28%
Cherries	5.677	5.770	-1,61%	1.581	441	258,50%
<b>Value Added Products</b>	<b>39.635</b>	<b>32.736</b>	<b>21,07%</b>	<b>21.167</b>	<b>13.720</b>	<b>54,28%</b>
Value Added Products	39.635	32.736	21,07%	21.167	13.720	54,28%
<b>Total Operating Income</b>	<b>688.827</b>	<b>580.438</b>	<b>18,67%</b>	<b>423.267</b>	<b>302.847</b>	<b>39,76%</b>

In blueberry sales, during Dec20 a 14.75% increase was observed compared to the previous year, explained by an 8.51% increase in commercialized volume, and by the increase in average price per kilo of 4.24%, passing from 7.69 US\$/kg in 2019 to 8.01 US\$/kg in 2020.

Raspberries experienced an increase in sales income of 186.75%, due to the higher commercialized volume, mainly because of hectares planted in Mexico with *Centennial*, own raspberry variety developed by Hortifrut's genetics program in own and third party fields. The commercialized volume passed from 1,880 tons during Dec19 to 5,347 tons during Dec20. Also, the average price per kilo increased 0.84% compared to the previous year.

The blackberries segment recorded an 18.93% decrease in income compared to Dec19, explained by a 17.63% decrease in commercialized volume, mainly due to the lower availability of fruit in Mexico, and a 1.58% fall in average price per kilo.

Strawberries experienced a decrease in sales of 32.40% compared to Dec19, variation that is mainly explained by a 27.75% decrease in the distributed volume, mainly associated to a lower availability of fruit in the Mexican and Chilean market. To this we must add a lower average price per kilo of 6.45%.

Cherries recorded a fall in sales income of 1.61% compared to Dec19. This decrease in income is due to a decrease in average price per kilo of 34.17%, slightly offset by a 49.47% increase in commercialized volumes.



Value added products recorded an increase in sales income of 21.07% compared to income recorded in the same period in 2019. This variation is explained by the increase in volume of 36.78%, associated to the merger of the frozen food segment with Alifrut, which started to impact results the last quarter of 2020. This was offset by a decrease in the average price per kilo of 11.48%.

## b) Main Components of Costs and Expenses

Costs and Expenses	Dec20 ThUS\$	Dec19 ThUS\$	Variation %	2H20 ThUS\$	2H19 ThUS\$	Variation %
<b>Cost of sales</b>	<b>(516,928)</b>	<b>(475,881)</b>	<b>8.63%</b>	<b>(303,675)</b>	<b>(230,051)</b>	<b>32.00%</b>
Administration expenses	(53,211)	(47,334)	12.42%	(28,589)	(23,297)	22.72%
Other expenses, per function, excluding impairment of value of assets*	(5,523)	(12,435)	-55.59%	(2,689)	(3,072)	-12.47%
<b>Other operating costs and expenses</b>	<b>(58,734)</b>	<b>(59,769)</b>	<b>-1.73%</b>	<b>(31,278)</b>	<b>(26,369)</b>	<b>18.62%</b>
Impairment of value of assets	(13,724)	(1,747)	685.58%	(12,847)	(1,747)	635.37%
<b>Total Costs and Expenses</b>	<b>(589,386)</b>	<b>(537,397)</b>	<b>9.67%</b>	<b>(347,800)</b>	<b>(258,167)</b>	<b>34.72%</b>

## Main Components of Sales Costs

Sales costs as of Dec20 reached US\$516.93 million, presenting an 8.63% increase compared to the US\$475.88 million recorded as of Dec19. Higher costs are mainly explained by the higher commercialized volume as of Dec20 (+16.16). Sales costs represented 75.64% of income from operating activities as of Dec20, while as of Dec19 it reached 82.61%, which reflects an improvement in the operational margin of 6.97 percentage points.

Sales costs of the 2H20 reached US\$303.68 million, increasing 32.00% (+US\$73.63 million) compared to the 2H19. The increase is mainly explained by: 1) higher costs due to the higher commercialized volume, and 2) higher depreciation. As a result of the aforementioned, the gross margin reached US\$120.39 million, increasing 69.86% compared to the US\$70.87 million recorded in the 2H19. Sales costs of the 2H20 represented 71.61% of income from operating activities, while in the 2H19 they reached 76.45%, which reflects an improvement in the operational margin of 4.84 percentage points.

## Main Components of Administrative Expenses

Administrative expenses decreased in relative terms from 8.22% of income from operating activities as of Dec19, to 7.79% as of Dec20, due to the maturity of investments performed in the last years. Administrative expenses as of Dec20 reached US\$53.21 million, representing a 12.42% increase in relation to Dec19. Higher expenses are due to the growth impact of operations in China and Mexico, and the accounting recognition of consolidation expenses of Naturipe Value Added Foods (US\$1.91 million) and Vitafoods (US\$1.13 million).

## **Main Components of Other Expenses, per function**

Other expenses, per function increased US\$5.07 million, reaching US\$19.25 million as of Dec20. Higher expenses are due to the write-off of bearer plants, mainly realized at operations in Spain, Mexico, Chile and Peru (total write-off as of Dec20 of US\$13.72 million). This increase was offset by the lower reversal of the *fair value* adjustment of fruit on bearer plants recognized as of December 2019, compared to the recognized as of December 2018 (US\$1.40 million and US\$7.36 million, respectively).

### **c) Other Components of Income Statement**

<b>Other Income (expenses)</b>	<b>Dec20</b>	<b>Dec19</b>	<b>Variation</b>	<b>2H20</b>	<b>2H19</b>	<b>Variation</b>
	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>%</b>	<b>ThUS\$</b>	<b>ThUS\$</b>	<b>%</b>
Other profit (loss)	(558)	(1,759)	-68.28%	(224)	(1,413)	-84.15%
Financial income	1,435	2,789	-48.55%	817	2,272	-64.04%
Financial expenses	(23,105)	(27,070)	-14.65%	(11,870)	(13,373)	-11.24%
Interest in profit (loss) of associated companies	(114)	(5,625)	-97.97%	318	(2,690)	-111.82%
Exchange rate fluctuations	(642)	247	-359.92%	(1,960)	1,782	-209.99%
<b>Other Income (expenses)</b>	<b>(22,984)</b>	<b>(31,418)</b>	<b>-26.84%</b>	<b>(12,919)</b>	<b>(13,422)</b>	<b>-3.75%</b>

The other components of the income statement passed from a loss of US\$31.42 million as of Dec19, to a loss of US\$22.98 million as of Dec20 (+US\$8.43 million).

The main items that explain this variation are the following:

- Decrease in net financial expenses of US\$2.61 million, reaching US\$21.67 million as of Dec20, variation that is mainly explained by the decrease of market interest rates.
- Interest in profit (loss) of associated companies presented a loss of US\$0.11 million as of Dec20, which is compared with a loss of US\$5.63 million in the same period of the previous year. This difference is mainly explained by the recognition of a US\$6.17 million loss in the associated Munger Hortifrut NA LLC in the United States as of Dec19, product of the distribution of this company's agricultural assets.
- Decrease in Other expenses (loss) of US\$1.20 million due to the recognition of expenses due to tax readjustment during Dec19 for US\$1.27 million.
- As of December 2020, a US\$0.64 million loss due to Exchange rate fluctuations was recorded, compared with the US\$0.25 million profit in the same period of 2019. In 2020, the Chilean Peso and the Euro appreciated, while the Mexican Peso and Peruvian Nuevo Sol depreciated.

### **d) Gains tax expense**

Gains tax expense reached US\$12.14 million as of Dec20, while it was US\$0.92 million as of Dec19. Tax expense in the period is mainly distributed by current tax expense of US\$22.38 million (US\$9.35 million as of Dec19), positive deferred tax effect of US\$4.84 million (US\$8.63 million as of Dec19), and tax benefit due to tax loss of US\$4.63 million (US\$0.02 million as of Dec19).

e) Other Result Indicators

Activity Indicators:

Indicator	Unit	31-Dec-20	31-Dec-19
<b>Activity</b>			
<b>Rotation of Assets</b>	Times	0.49	0.46
<i>Operating revenue / Total average assets of the period</i>			
<b>Rotation of Inventory</b>	Times	8.29	7.96
<i>Cost of sales / Average inventory</i>			
<b>Permanence of inventory (days)</b>	Days	43	45
<i>Inventory / Annual cost of sale (360 day base)</i>			

The rotation of assets between the periods ending December 31, 2020 and 2019, increased slightly because income grows in greater proportion than average total assets in the same period (income growth +18.67% vs. average total asset growth +10.80%).

Likewise, the rotation ratio of inventories increased because stocks increased in lower proportion than sales costs. Sales costs passed from US\$475.88 million in 2019 to US\$516.93 million in 2020 (+8.63%), while average inventories increased from US\$59.76 million as of Dec19 to US\$62.33 million as of Dec20 (4.31%).

4. COMPARATIVE ANALYSIS OF MAIN TENDENCIES

The evolution of the main financial indicators is the following:

Indicator	Unit	31-Dec-20	31-Dec-19	Variations %
Current Liquidity <i>Current Asset / Current Liability</i>	times	1.53	1.12	36.21%
Acid Ratio <i>Current assets (-) Other non-financial assets, inventories and current biological assets / Current liability</i>	times	1.09	0.77	42.82%
Debt Ratio <i>Total liabilities / Equity attributable to Parent Company</i>	times	1.26	1.15	9.81%
Short term debt <i>Total current liabilities / Total liabilities</i>		30.60%	40.32%	-24.12%
Long term debt <i>Total non-current liabilities / Total liabilities</i>		69.40%	59.68%	16.30%
Book value of the share (US\$) <i>Equity attributable to parent company / N° shares</i>	Dollars per share	1.0880	1.0806	0.69%

- Current liquidity and acid ratio, were 1.53 and 1.09 times as of December 2020, experiencing a growth of 36.21% and 42.82%, respectively, in relation to the period ending December 31, 2019. Current liabilities decreased US\$32.97 million mainly due to the refinancing of short-term debt. Likewise, current assets increased US\$61.23 million (+19.87%), mainly due to an increase in cash from the campaign in Peru, and cash that the new frozen foods operation (Vitafoods) maintains at the closing as of December 2020 for fruit purchase to be commercialized during 2021.
- The debt ratio increased 9.81% as of December 31, 2019, explained by an increase in total liabilities of US\$108.95 million (+15.98%) for the financing of investments in Mexico and China, the increase in work capital required due to growth of the operation and the recognition of the aforementioned lease liabilities in China. The growth of total liabilities could not be offset by the increase in equity attributable to the parent company of US\$33.41 million (+5.62%). Equity attributable to the parent company increased by the profit attributable to the parent company of the period (+US\$54.02 million), by the positive impact of derivative hedging (+US\$2.20 million), and the higher result of subsidiaries and associated companies whose functional currency is different to the United States dollar, which generates an adjustment of positive conversion due to the depreciation of the United States dollar against said currencies during the period (+US\$4.50 million). This increase in equity was offset by the impact of minimum dividend provision of US\$27.31 million.
- The percentage of current liabilities as of December 2020 was 30.60% in relation to total liabilities, lower compared to the 40.32% as of December 2019, mainly explained by short-term debt refinancing realized in August 2020 (US\$101 million).
- The percentage of non-current liabilities as of December 2020 was 69.40% in relation to total liabilities, higher than the 59.68% as of December 31, 2019, mainly due to the increase in non-current liabilities associated to refinancing for US\$101 million destined to the payment of short-term debt and the recognizing of lease liabilities in China (US\$45.86 million non-current).
- The book value of the share increased 0.69%, passing from 1.0806 US\$/share in December 2019 to 1.0880 US\$/share as of December 2020, mainly associated to the 5.62% increase in parent company equity, which is offset by the higher number of average shares due to the increase in capital performed in August 2019.

Indicator	Unit	31-Dec-20	31-Dec-19	Variations %
Financial expense coverage <i>(Before tax profit-Financial costs)/Financial costs</i>	times	4.31	1.43	201.47 %
Profitability of parent company equity <i>Parent company gains/Parent company equity</i>		8.60%	0.60%	1338.42%
Profitability of equity <i>Profit of the period/Total equity</i>		8.84%	1.63%	443.65%

- The increase in the financial expense hedging index as of December 2020 in relation to the same period in 2019 is due to the increase in the before tax result of US\$64.83 million, which is added to lower financial expenses, which passed from US\$27.07 million as of Dec19 to US\$23.11 million as of Dec20.
- The profitability of parent company equity shows an increase of US\$50.47 million in profit attributable to the parent company shareholders in relation to December 2019, mainly due to the improved operating and non-operating result, both previously explained.

- Also, the higher profitability of equity is attributed to the positive result of profit in the period for US\$64.32 million as of December 2020, which is compared with a US\$10.70 million profit in the same period in 2019. The improved results are partially offset by the increase in total equity, mainly associated to the increase in capital realized in August 2019.

## 5. ANALYSIS OF STATEMENT OF FINANCIAL POSITION

### Main items of the consolidated Statement of Financial Position

Statement of Financial Position	31-Dec-20	31-Dec-19	Variation	
	ThUS\$	ThUS\$	ThUS\$	%
Total current assets	369,339	308,107	61,232	19.87%
Total non-current assets	1,148,761	1,031,697	117,064	11.35%
<b>Total assets</b>	<b>1,518,100</b>	<b>1,339,804</b>	<b>178,296</b>	<b>13.31%</b>
Total current liabilities	241,914	274,880	(32,966)	-11.99%
Total non-current liabilities	548,725	406,808	141,917	34.89%
<b>Total liabilities</b>	<b>790,639</b>	<b>681,688</b>	<b>108,951</b>	<b>15.98%</b>
Equity attributable to parent company equity holders	628,135	594,723	33,412	5.62%
Non-controlling interest	99,326	63,393	35,933	56.68%
<b>Total equity</b>	<b>727,461</b>	<b>658,116</b>	<b>69,345</b>	<b>10.54%</b>

As of December 31, 2020, total assets increased US\$178.30 million (+13.31%) in relation to those existing as of December 31, 2019, as a result of:

US\$61.23 million (+19.87%) increase in current assets, mainly due to an increase in 1) Cash and cash equivalents for US\$59.64 million from funds received from campaign in Peru and the consolidation of cash at Vitafoods, which will be used to purchase fruit during 2021, and 2) Inventory for US\$5.48 million due to the increase in frozen finished products. These effects are offset by decreases in: 1) Current tax assets for US\$9.29 million; and 2) Accounts receivable from related entities for US\$3.03 million.

Increase in non-current assets of US\$117.06 million (11.35%), mainly due to the increase in: 1) Property, plant and equipment for US\$61.94 million, mainly linked to investment in projects in Mexico and China, plus the effect of the consolidation of Vitafoods SpA in this item (+US\$16.24 million); 2) Right of use assets for US\$51.67 million, mainly due to the recognition of lease rights at the operations in China; and 3) Other financial assets, non-current, for US\$2.39 million.

Current liabilities decreased US\$32.97 million (-11.99%), reaching US\$241.91 million as of December 2020. Lower current liabilities are mainly associated to lower Other current financial liabilities (-US\$65.12 million), mainly associated to debt refinancing from short-term to long-term, which were offset by the increase in trade accounts and other current accounts payable (+US\$29.97 million), due to the dividend payment provision, among other factors.

Also, non-current liabilities increased US\$141.92 million (34.89%), mainly due to increases in: 1) Other non-current financial liabilities for US\$99.11 million, associated to the refinancing of debt

realized in this period, 2) Non-current lease liabilities for US\$38.54 million, mainly due to the recognizing of operating lease liability in China, and 3) Accounts payable to related entities for US\$5.00 million.

The Company's total equity increased US\$69.35 million in relation to December 31, 2019, reaching US\$727.46 million (+10.54%). Total equity increased due to the result of the current period, which was offset by the impact of dividend payment provision.



## 6. MAIN COMPONENTS OF NET OPERATING INVESTMENT AND FINANCING CASH FLOWS

Main sources and uses of funds in the period (US\$ million)	January - December 2020	January - December 2019	Comments
Charges from the sale of goods and providing of services	698	545	Impact of a good campaign in Peru and a higher assets base. Maturity of plantations in China and Mexico.
Payment to suppliers for supplying of goods and services	(376)	(348)	Higher produced and processed volumes.
Payment for and on behalf of employees	(134)	(125)	
Net interests	(14)	(20)	
Taxes	(8)	(18)	
Others	1	(1)	
<b>(1) Total Cash Flow for Operating Activities</b>	<b>165</b>	<b>33</b>	
Sale and purchase of property, plant and equipment	(110)	(160)	Addition of assets due to Investment plans mainly in Mexico and China. Additionally the incorporation of Vitafoods frozen assets is considered.
Other investment activities (sum of all the rest)	10	16	
<b>(2) Total Cash Flow for Investment Activities</b>	<b>(100)</b>	<b>(143)</b>	
Income from financing	390	341	In 2020 a syndicate and bilateral credit is obtained for US\$101 mn to refinance short term credits. Additionally, new financing credits are requested for work capital for S20/21. Increase in capital in 2019 decreases need for bank financing.
Payment of loans	(376)	(362)	Debt refinancing
Income from the issuance of shares	0	133	In August 2019 an increase in capital is materialized for US\$133 mn
Paid dividends and other investment flows	(18)	(11)	
<b>(3) Total Cash Flow for Financing Activities</b>	<b>(4)</b>	<b>101</b>	Payments of debt offset by new loans for financing of work capital.
<b>Net Increase of Cash and Cash Equivalents (1) + (2) + (3)</b>	<b>61</b>	<b>(9)</b>	
Effect of exchange rate fluctuation	(2)	3	
Cash and Cash Equivalent at the start of the period	42	49	
<b>Cash and Cash Equivalent at the End of the Period</b>	<b>102</b>	<b>42</b>	



## **7.- ANALYSIS OF RISK FACTOR**

The Company's business intrinsically involves a series of risk factors which, in one way or another, could affect the performance of the business. Within these factors, we can mention the following:

### **7.1 Financial Risk**

#### **7.1.1 Credit Risk**

Credit risk is the risk of financial loss that Hortifrut and subsidiaries face if a customer or counterparty in a financial instrument does not comply with his contractual obligations, and is mainly originated from customers' accounts receivable.

a) Investment risk of cash surpluses:

The financial institutions with whom Hortifrut S.A. and subsidiaries operate and the type of financial products where they materialize said cash surplus investments, are considered low risk for the Company.

The Company's policy regulates investment and debt, trying to limit the impact of currency valuation and interest rate changes over the Company's net results, through cash surplus investments and signing of forwards contracts and other instruments in order to maintain a balanced rate and exchange rate position.

Within the authorized instruments, are those whose maturity terms do not exceed 90 days and have high liquidity.

- Cash at hand
- Term deposits
- Investments in mutual funds
- Other short term and high liquidity investments.

The financial entities where the investments are placed have a high creditworthiness.

b) Risk from sales operations:

Hortifrut has diversified sales in several countries.

The main customers are supermarkets in the United States, where the fresh fruit business is subject to PACA law, which protects fresh fruit and vegetable suppliers in the USA.

For sales outside the United States, the Company's policy is to obtain credit insurance policies. For those customers, whose policies have a maximum limit, the Company constantly evaluates the risk of exposure and decreases/increases deliveries in accordance with the performed analysis or demands advanced payment from customers.

Regardless of the fact that to date Hortifrut has not had any problems in relation to credit risk, it is important to bear in mind that this fact does not guarantee that in the future, the Company may be exposed to this risk.

In order to mitigate this risk, the Company has credit insurance for the parent company and subsidiaries.

### **7.1.2. Liquidity and Financing Risk**

This risk is associated to the probability that Hortifrut S.A. and its subsidiaries cannot comply with their obligations, as a result of insufficient liquidity or the impossibility to obtain credits.

Additionally, there is the risk that, due to an impairment in its operations or other circumstances, certain financial ratios could reach levels higher than the limits established in the credit contracts, which could limit the debt capacity or accelerate the maturity of the Company's valid financial liabilities.

To mitigate this risk, the Company continuously monitors its financial ratios and other affirmative and negative covenants stipulated in its credit contracts, in order to be able to take opportune actions to avoid the potential negative effects associated to this risk.

Regardless of the fact that to date Hortifrut has not had any problems in relation to exceeding the financial ratios stipulated in the financing contracts, it is important to bear in mind that this fact does not guarantee that in the future, Hortifrut may be exposed to this risk.

The Hortifrut Group centrally administers these risks from the parent company through an appropriate distribution, extension of terms and by limiting the amount of its debt, as well as the maintenance of an adequate liquidity reserve, constantly monitoring the debt of the Subsidiaries and Associated Companies. Specifically in the case of subsidiaries such as Hortifrut España Southern Sun SL, Honghe Jiayu Agriculture Ltd in China and associated companies such as Munger Hortifrut N.A. LLC in the United States, credit decisions are made at these business units in coordination with Hortifrut S.A. Debts are incurred through bank credits in Chile and overseas, aiming to optimize credit conditions based on the financing needs to face investment plans and requirements for work capital.

The application of IFRS16, means an increase in the company's financial liabilities when recognizing the lease obligation. The company, considering financial safeguards, has agreed with the corresponding financial institutions to not include the obligations due to lease in the related calculation formulas.

Regardless of the fact that to date Hortifrut has not had any problems in relation to liquidity risk, it is important to bear in mind that this fact does not guarantee that in the future, Hortifrut may be exposed to this risk.

Hortifrut has available short-term credit lines, approved and valid for work capital, which as of December 31, 2020 reach of the amount of US\$233.66 million (US\$276.79 million as of December 31, 2019) distributed among 16 banks. The used amount reaches US\$72.35 million, with an available balance of US\$161.31 million. Credit lines are distributed among the following companies: Hortifrut Chile S.A. with US\$216.50 million, Agrícola El Pampino S.A. with US\$0.75 million, Agrícola El Avellano S.A. with US\$0.50 million, Agrícola Santa Rosa del Parque S.A. with US\$1.00 million, Agrícola Mataquito S.A. with US\$1.70 million, Agrícola Vida Nueva S.A. with US\$0.40 million, Euroberry Marketing S.A. with US\$7.81 million and Hortifrut Import Inc., with US\$5.00 million.

Based on the current operational performance and its liquidity position, the Company estimates that cash flows from operating activities and available cash will be enough to finance work capital and interest payments, for the next 12 months and the foreseeable future.

To administer short term liquidity, the Company uses as a base its cash flows forecasted for a mobile period of twelve months and maintains cash and cash equivalents which are available to comply with its future obligations.

Below we summarize the maturity of the Company's bank loans and financial leasing as of December 31, 2020, based on undiscounted contractual flows:

			Cash Flows				
			From 0 to 3 months	Between 3 and 12 months	Between 1 and 5 years	Over 5 years	
<u>Creditor Bank</u>	<u>Capital</u>	<u>Interests</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>Total</u>
Banco Santander Chile	32,041	367	2,363	1,130	32,879	-	36,372
Banco RaboFinance Chile	48,317	275	-	4,660	47,765	1,120	53,545
Banco de Crédito e Inversiones	64,038	1,143	20,056	6,288	25,615	24,447	76,406
GC Rent Chile SpA.	128	-	3	53	80	-	136
Banco Scotiabank	26,006	488	6	26,624	-	-	26,630
Banco China Construction Bank Corp.	15,000	360	-	15,468	-	-	15,468
Banco Latinoamericano de Comercio Exterior, S.A.	19,931	158	7,004	446	14,230	-	21,680
Banco Santander Central Hispano S.A.	9,590	10	810	5,056	4,255	-	10,121
Banco Bilbao Vizcaya Argentaria	10,651	38	1,938	2,666	6,305	-	10,909
La Caixa	2,332	7	392	1,177	785	-	2,354
Bankinter	3,623	-	235	3,160	237	-	3,632
Banco Sabadell	1,087	6	157	471	471	-	1,099
Banco de Crédito del Perú	2,035	-	2,036	-	-	-	2,036
Coöperatieve Rabobank U.A.	20,000	134	-	592	16,148	5,614	22,354
Scotiabank Perú S.A.	743	-	64	679	-	-	743
Banco Estado	29,955	23	33	4,120	28,113	-	32,266
Banco de Chile	20,728	23	5	4,722	17,767	-	22,494
Banco Industrial and Commercial Bank of China Lin	29,841	361	-	1,030	32,839	-	33,869
Banco de Occidente S.A.	7,958	96	-	275	8,757	-	9,032
HSBC México SA, Institución de Banca Múltiple	938	-	568	376	-	-	944
Banco Internacional del Perú S.A.	547	-	306	171	81	-	558
Banco Continental BBVA	2,044	-	2,011	19	15	-	2,045
Metropolitan Life Insurance Company	19,831	-	528	739	4,115	22,067	27,449
Communications Bank Yunnan Branch	29,873	45	-	6,700	24,562	-	31,262
Credicorp Capital	108	-	74	34	-	-	108
<b>Total as of December 31, 2020</b>	<b>397,345</b>	<b>3,534</b>	<b>38,589</b>	<b>86,656</b>	<b>265,019</b>	<b>53,248</b>	<b>443,512</b>

Below is a summary of the maturities of total financial liabilities as of December 31, 2020:

			Cash Flows				
			From 0 to 3 months	Between 3 and 12 months	Between 1 and 5 years	Over 5 years	
<u>Detail</u>	<u>Capital</u>	<u>Fair Value</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>ThUS\$</u>	<u>Total</u>
Bank loans	391,756	395,254	37,933	84,275	262,179	53,248	437,635
Bonds - obligations with the public	93,542	94,608	864	3,395	49,242	58,585	112,086
Leasing Liabilities	5,589	5,625	656	2,381	2,840	-	5,877
Lease Liabilities	62,266	65,755	1,132	4,730	18,632	86,407	110,901
Trade accounts and other accounts payable	115,480	115,480	74,998	33,771	6,711	-	115,480
Accounts payable to related companies	12,861	12,861	-	2,079	10,782	-	12,861

### 7.1.3. Exchange Rate Risk

The international character of its business and its operations in different countries expose Hortifrut to risks due to exchange rate fluctuations. The main exposures refer to exchange rate fluctuations in US Dollar versus Chilean Pesos, Mexican Pesos, Peruvian Nuevo Sol and Euros.

#### a) Exposure to Chilean Pesos

The source of exposure to Chilean Pesos comes from the costs of the Chilean companies denominated in said currency, trade accounts receivable with national customers and liquid funds held in financial instruments and bank obligations.

Hortifrut performs actions to mitigate the exposure to costs of Chilean companies by contracting derivative instruments. Likewise, in Chilean companies, Cross Currency Swap instruments are used to mitigate the exchange rate risk in bank obligations denominated in Chilean Pesos.

#### b) Exposure to Mexican Pesos

The source of exposure to Mexican Pesos mainly comes from agricultural operating costs in Mexico which are mostly denominated in said currency and, at a lower scale, trade accounts receivable with Mexican customers.

Hortifrut performs mitigation measures over the exposure to costs of Mexican companies, through the contracting of derivative instruments.

#### c) Exposure to Euros

The source of exposure to Euros comes from sales performed in said currency, bank obligations and at a lower measure, by liquid funds held in financial instruments. Hortifrut performs actions to mitigate the exposure to sales in Euros through the use of forward derivative instruments.

#### d) Exposure to Peruvian Soles

The source of exposure to Peruvian Soles mainly comes from agricultural operating costs in Peru, which are mainly denominated in said currency, and, at a lower measure, customer's receivable trade accounts. Hortifrut constantly evaluates the need to realize risk mitigation actions.

Regardless of the fact that to date Hortifrut has not had any problems in relation to exchange rate risk, it is important to bear in mind that this fact does not guarantee that in the future, Hortifrut may be exposed to this risk.

## Exposure in currencies different to the functional currency

The following table shows exposure in currencies different to the dollar, over the Company's financial assets and liabilities as of December 31, 2020:

	<u>Chilean</u> <u>Pesos</u> <u>ThUS\$</u>	<u>NuevoSol</u> <u>ThUS\$</u>	<u>Euro</u> <u>ThUS\$</u>	<u>Mexican</u> <u>Pesos</u> <u>ThUS\$</u>	<u>Yuan</u> <u>ThUS\$</u>	<u>Others</u> <u>ThUS\$</u>
<b>As of December 31, 2020</b>						
<b><u>Financial Assets</u></b>						
Cash and Cash Equivalents	2,346	3,286	6,767	441	913	901
Current trade debtors and other accounts receivable	19,154	13,454	23,129	9,748	170	1,861
Current accounts receivable with related entities	10	-	6,733	-	-	-
Non-current accounts receivable with related entities	-	-	5,026	-	-	-
<b><u>Total Financial Assets</u></b>	<b>21,510</b>	<b>16,740</b>	<b>41,655</b>	<b>10,189</b>	<b>1,083</b>	<b>2,762</b>
<b><u>Financial Liabilities</u></b>						
Other current financial liabilities	213	-	14,457	-	6,449	-
Current lease liabilities	387	-	462	75	1,747	218
Current trade accounts and other accounts payable	29,426	11,459	3,551	4,743	988	339
Current accounts payable to related entities	211	52	-	-	-	-
Current provisions for employee benefits	3,349	3,436	-	1,774	-	112
Other non-current financial liabilities	119	-	6,889	-	23,469	-
Non-current lease liabilities	1,969	-	805	67	45,865	507
Non-current accounts payable to related entities	7,145	-	2,897	-	-	-
<b><u>Total Financial Liabilities</u></b>	<b>42,819</b>	<b>14,947</b>	<b>29,061</b>	<b>6,659</b>	<b>78,518</b>	<b>1,176</b>
<b>Net exposure as of December 31, 2020</b>	<b>(21,309)</b>	<b>1,793</b>	<b>12,594</b>	<b>3,530</b>	<b>(77,435)</b>	<b>1,586</b>

## Sensitivity analysis

The potential net effect on financial assets and liabilities of a 10% devaluation of the United States dollar against all the other relevant currencies to which the Company is exposed, would be approximately ThUS\$7,924 as a higher charge to the Company's results as of December 31, 2020 (ThUS\$263 as of December 31, 2019), the aforementioned maintaining all the other variables constant. The calculation considers the Company's exposure in financial assets and liabilities denominated in currency different to the dollar.

	<u>Assets</u> <u>ThUS\$</u>	<u>Liabilities</u> <u>ThUS\$</u>	<u>Net</u> <u>ThUS\$</u>	<u>Net (10% Devaluation)</u> <u>ThUS\$</u>	<u>Variation</u> <u>ThUS\$</u>
<b><u>Currencies</u></b>					
Chilean Peso	21,510	42,819	(21,309)	(19,178)	2,131
Nuevo Sol	16,740	14,947	1,793	1,614	(179)
Euro	41,655	29,061	12,594	11,335	(1,259)
Mexican Peso	10,189	6,659	3,530	3,177	(353)
Yuan	1,083	78,518	(77,435)	(69,692)	7,743
Others	2,762	1,176	1,586	1,427	(159)
<b>Total as of December 31, 2020</b>	<b>93,939</b>	<b>173,180</b>	<b>(79,241)</b>	<b>(71,317)</b>	<b>7,924</b>

#### **7.1.4. Interest Rate Risk**

The Hortifrut Group has its long-term financial liabilities linked to long term investments.

Long term liabilities are both at fixed and variable rates and mostly in dollars to avoid cost variations and to be aligned with the Company's functional currency. Even though short-term financial liabilities, linked to temporary work capital are at a fixed rate, an exposure to fluctuations in the market rates at the moment of its contracting and/or renewal is experienced.

As of December 31, 2020 the variable debt that Hortifrut maintained was US\$334.79 million (US\$290.18 million as of December 31, 2019), if it maintained this debt level for a one year term and today the rate increased 10%, the impact on the annual financial cost would be ThUS\$0.89 million (US\$0.92 million as of December 31, 2019).

#### **7.2. Operating Risks**

Hortifrut's operating risks are administered by each corresponding management, in accordance with the norms and standards defined at a corporate level. Below is a detail of those that management considers to be of greater relevance:

##### **7.2.1 Contingencies/Pandemics at origin or destination markets, which affect the production and commercialization cycle**

The Company faces the risk that the different areas of the organization may be affected by pandemics, from production to commercialization.

Even though all governments consider the agricultural industry as an essential activity, the Company has the risk of seeing its operations affected at point of origin, affecting its fruit harvest or processing in a negative manner. Hortifrut complies with the measures imposed by government organisms and worldwide organizations. In the case of pandemics, due to the imminent possibility of contagion, frequent emergency committees are held, where the action plans are adjusted, and a constant monitoring of the operations is maintained, counting with different harvesting techniques at origin and packing options at the destination markets which allow to somewhat mitigate this risk.

Furthermore, there is the risk that the destination markets may not be able to receive the planned fruit, under expected conditions. To face this risk, the Company maintains fluid communication with commercial platforms and continuously monitors its shipments, being able to re-destine part of the fruit to other markets when protocols and demand allow it. The aforementioned does not imply that the Company will not be affected by eventual contingencies at the destination markets.

##### **7.2.2 Genetic development**

The lack of modern varieties of plants could affect the competitiveness of the business, both agricultural and export and trade. The Hortifrut Group currently counts with varietal development programs, maintaining in Chile and overseas strategic alliances with universities and companies dedicated to this sector, 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.

### **7.2.3 Significant Increase in Supply**

In the case of very significant increases in the planted hectares at a global level, a scenario of over-supply of berries could be generated, which would lead to a fall in prices at the destination markets. Nevertheless, at the main markets where Hortifrut operates we can still observe a great growth potential in the demand for berries, due to the combination of (i) a product with very positive health effects; (ii) the growing importance given by consumers to healthy food and (iii) a still relatively low consumption of berries per capita.

### **7.2.4 Intensification of 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 recognition, 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.

### **7.2.5 Climatic risks**

Climate is an external factor that is difficult to control, which can affect quality and cause variations in the volume of fruit available to commercialize during the year. Even though this risk is difficult to control, the Hortifrut Group aims for a greater geographic diversification and invests in infrastructure to assure the availability of water and to face possible climatic risks, such as rain, hail and frost control.

With the acquisition of Rocio Group's blueberries business, the Company's plantations in Peru reached 47.4% of the total plantations as of December 31, 2020, increasing exposure to climatic risk in this country. Nevertheless, the Company has other smaller plantations in South America, North America, Europe and Asia, which allow it to partially mitigate this risk.



### **7.2.6 Plagues and disease**

It is unavoidable for part of the 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 impacts on the quality and/or performance, being able to affect appearance and post-harvest life of the fruit; in some cases this risk involves the application of quarantines in specific productive zones on behalf of the phytosanitary authorities of the countries where the fruit is destined.

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. The aforementioned does not imply that in the future the Company will not be affected by current or new plagues and/or disease.

From 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 at destination 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. Since the 2020/2021 season, the regions of Bio Bio and Ñuble are part of an inspection process of its fruit and farms (System approach) which allows blueberries from these regions to be able to enter the USA without having to be fumigated.

### **7.2.7 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 exceeded) 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 its 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.

### **7.2.8 Risks of Availability of Human Resources**

Temporary collaborators are vital for fruit harvest, so Hortifrut has developed several initiatives to attract, retain and maintain the temporary collaborators from one season to the next. Additionally, people are recruited through labor fairs and informative meetings organized with the intermediation of the regional governments corresponding to the area of each productive unit, so a relationship of mutual collaboration with the community and its municipalities has been built. Due to the extension of operations in Peru, the human resources factor is especially critical, especially in the main production weeks. To assure the necessary quantity of collaborators for the harvesting periods, Hortifrut invests in infrastructure to assure housing for a percentage of collaborators, as well as implementing initiatives that create loyalty with the temporary collaborators, such as for example, to develop attention channels.

### **7.2.9 Continuity and Costs of Supplies and Services**

The development of Hortifrut's business involves a complex logistic where the opportune availability of quality supplies and services are fundamental to maintain competitiveness. As in all agricultural business, the availability of water is critical to assure the good result of the harvest, Hortifrut invests in infrastructure such as reservoirs and deep wells to partially mitigate this risk. 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. Nevertheless, it is not possible to discard that in the future, supply shortages could generate a discontinuity in the supply and/or higher costs at Hortifrut's plants. It is also important to consider eventual standstill at ports and transport companies in general, which could affect Hortifrut's performance if the events extend in time.

### **7.2.10 Risk associated to New Technologies**

Hortifrut, in its varied entrepreneurship, throughout the world, is incorporating growing new technologies in the whole production process, which involves risks associated to the lack of knowledge in their behaviors. Even though most of its technologies are widely widespread in the world, there is still no extended history which allows to know beforehand all the adverse effects that could derive from it.

### 7.2.11 Regulatory risks of origin and destination markets

The Company, due to its production and export operations, as well as importing and sales in different countries, is exposed to different regulations applied at each of them and the potential changes that they could suffer.

To mitigate this risk, the Company maintains constant monitoring of the applicable regulations and their fulfilment, as well as potential changes that are under discussion. Also, the geographic diversity of the destination markets and productive operations, mitigates these risks by being able to destine fruit from different origins, fruit to different markets, taking into account the applicable regulations and safeguards.

An example of regulatory risk at origin was the derogation of the Agricultural Regime in Peru, which in the short term is translated into higher costs and an increase in tax rate. Also, an example of regulatory risk at destination was the investigation performed by the United States International Trade Commission (USITC), due to the petition of local blueberry producers. In this investigation we worked with lawyers, economists, producers from different origins and importers and it was demonstrated that the importing of blueberries has generated permanent availability of blueberries for the American consumer, thus generating an increase in demand, benefitting the complete industry, including local producers. This was ratified by the pronouncement of the USITC in February 2021.

## 7.3 Insurance

The Hortifrut Group has contracted insurance policies to cover exposure to the main financial and operational risks, considering that the coverage of these policies is adequate.

The main insurances contracted as of December 31, 2020 and December 31, 2019 are the following:

<u>COUNTRY</u>	<u>TYPE OF INSURANCE</u>	<u>31-Dec-20</u>		<u>31-Dec-19</u>	
		<u>CURRENCY</u>	<u>COVERED AMOUNT</u>	<u>CURRENCY</u>	<u>COVERED AMOUNT</u>
Chile	Infrastructure fire	UF	1,595,352	UF	1,583,352
Chile	Mobile Agricultural Equipment	UF	47,732	UF	47,732
Chile	Motor Vehicles	UF	74,200	UF	73,500
Chile	General and Product Civil Liability	USD	5,000,000	USD	5,000,000
Chile	Maritime Transport	USD	7,000,000	USD	7,000,000
Chile	Credit Insurance	USD	50,000,000	USD	50,000,000
Chile	Fruit and Materials Insurance	USD	14,400,000	USD	14,400,000
Chile	Terrorism	UF	500,000	UF	500,000
Chile	Business Interruption	UF	1,227,000	UF	1,227,000
USA	Product Civil Liability	USD	20,000,000	USD	20,000,000
Mexico	Transporting of Load	USD	200.000/shipment	USD	200.000/shipment
Mexico	Infrastructure Fire, Theft and Civil Liability	USD	48,000,000	USD	48,000,000
Mexico	Motor Vehicles	USD	Commercial Value	USD	Commercial Value
Spain	Motor Vehicles	EUR	Commercial Value / without limit	EUR	Commercial Value / without limit
Spain	Installations	EUR	350.000 per event	EUR	350.000 per event
Spain	Goods	EUR	50.000 per event	EUR	50.000 per event
Spain	Civil Liability	EUR	6,500,000	EUR	6,500,000
Spain	Credit Insurance	EUR	90% unpaid	EUR	90% unpaid
Peru	Fire	PEN	618,320	PEN	618,320
Peru	Motor Vehicles	USD	261,820	USD	261,820

## 7.4 Risk in the Estimations

### Effects of the valuation of fruit that grows on “bearer plants” due to changes in volume and price

As per what is established in IAS 41, agricultural products that grow on fruit bearer plants will remain within the scope of this standard, which must be measured at their fair value minus sale costs, recording the changes in valuation in result as the product grows.

Since this valuation corresponds to an estimation, it could vary when fruit sales are perfected, the moment that said result is realized.

As of December 31, 2020, the expected margin of fruit on the Company’s bearer plants was recognized, for the amount of US\$0.65 million, which is presented in the income statement under the item Other income per function.

The estimation of this same concept recorded as of December 31, 2019, was for the value of US\$1.40 million, which is presented in Other income per function.

Below we detail the effect that a 10% decrease in price and volume would have had on said margin:

Company	Fair Value adjustment as of 31-12-2020 (ThUS\$)	10% Reduction Volume (ThUS\$)	10% Reduction Price (ThUS\$)	10% Reduction Volume and Price (ThUS\$)
Honghe Jiayu Agriculture Limited	649	584	513	461
<b>Total</b>	<b>649</b>	<b>584</b>	<b>513</b>	<b>461</b>

## 7.5 Risk Associated to Merger and Acquisition Process

Due to the global character of the business and the Company’s intention to remain within the main global participants in the production and commercialization of berries and other fruits, Hortifrut has materialized different purchase and/or merger processes in the past, and could materialize other similar transactions in the future. Both the Company and the acquired companies or assets are exposed to the potential financial, operational and other previously described risks.

To mitigate these risks, the Company continuously monitors the potential effects that the merger and/or acquisition processes could have on the financial ratios, both at an income statement and balance level, in order to take opportune actions to remain within the scopes allowed by its financing contracts.

Even though to date Hortifrut has not had any problems associated to the merger and acquisition processes, it must keep in mind that this fact does not guarantee that in the future Hortifrut will not be exposed to this risk.



# DECLARATION OF RESPONSIBILITY





The Directors and the CEO of Hortifrut S.A., detailed below, under oath declare themselves responsible regarding the veracity of all the information incorporated in the current Annual Report, which they subscribe<sup>14</sup>.



**Víctor Moller Schiavetti**  
Chairman  
4.435.579-5 (Chile)



**Ulises Quevedo Berastain**  
Director  
09382988 (Peru)



**Andrés Solari Urquieta**  
Vice-chairman  
8.667.254-5 (Chile)



**Juan Luis Alemparte Rozas**  
Director  
16.096.002-7 (Chile)



**Andrés Carvallo Prieto**  
Director  
15.383.173-4 (Chile)



**Miguel Ignacio Guerrero Gutiérrez**  
Independent Director  
5.546.791-9 (Chile)



**Víctor Edmundo Moller Opazo**  
Director  
10.668.361-1 (Chile)



**Patricia Sabag Zarruk**  
Independent Director  
7.732.779-7 (Chile)



**Germán Novion Verdugo**  
Director  
6.379.404-K (Chile)



**Juan Ignacio Allende Connelly**  
CEO  
6.196.483-5 (Chile)

<sup>14</sup> The current Declaration of Responsibility has been subscribed by the Directors and the CEO, as per what is stated in General Character Standard N°283, whose signatures feature in the copies that have been sent to the *Comisión para el Mercado Financiero*, 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: **Public traded company**  
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Telephone: **+56 2 2479 2610**  
Fax: **+56 2 2479 2679**  
RUT: **96.896.990-0**  
Duration of the company: **Indefinite**  
Inscription number *Registro de Valores*: **1096**



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