

Camposol

2Q2021 Earnings Report

August 2021



**CAMPOSOL
CARES**
FROM FARM
TO FAMILY

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Summary of key financials



Highlights

Blueberries

- Increase of 30.6% in volumes explained by more has entering in medium or high yield phase compared to 1H-2020, in addition the pruning work carried out during the end of the 2020-21 season favoring production volumes during 2021
- The price increase is mainly by better market condition, the programs in the retail channels were extended until April supported by the greater availability from the field.

Avocados

- Decrease in revenues is driven mainly by a decrease in production, being slightly compensated by an increase of 9.3% in price driven by lower volumes of available avocado

Others

- Increase in revenues was primarily a result of an increase in the production volume and prices of grapes, and an increase in the price of mango.
- Production of grapes increased due to more hectares entering in medium or high yield phases compared to the same period in 2020
- Increase in prices of grapes is mainly due to better market conditions for the new varieties of grapes that have been planted

Gross Profit before adj. for biological assets

- Higher cost of sales due to a reduction in the production volume of mangos and an increase in labor and healthcare costs mainly due to changes in Peruvian labor regulations

Adjusted EBITDA

- Increase in selling expenses was primarily a result of an increase in custom duties due to higher export volumes
- Decrease in administrative expenses mainly due to a reduction in the number of employees and a reduction of travel expenses due to COVID-19 mobility restrictions

Summary financials

| US\$m, unless otherwise stated | 1S21A | 1S20A | % Δ vs 1S21A 1S20A |
|---|----------|----------|-----------------------|
| Blueberries | | | |
| Volume sold ('000 MT) | 7.6 | 5.8 | 30.6% |
| Revenue | \$ 48.0 | \$ 30.8 | 55.9% |
| Gross Profit before adj. for biological assets | \$ 7.2 | \$ -1.5 | -573.9% |
| Avocados | | | |
| Volume sold ('000 MT) | 5.0 | 6.8 | -27.6% |
| Revenue | \$ 13.4 | \$ 16.9 | -20.8% |
| Gross Profit before adj. for biological assets | \$ 4.9 | \$ 4.8 | 1.3% |
| Others | | | |
| Volume sold ('000 MT) | 31.62 | 30.66 | 3.1% |
| Revenue | \$ 61.6 | \$ 49.3 | 24.8% |
| Gross Profit before adj. for biological assets | \$ 12.0 | \$ 8.6 | 39.8% |
| Total Revenue (1) | \$ 123.0 | \$ 97.0 | 26.7% |
| Gross Profit before adj. for biological assets | \$ 24.1 | \$ 11.9 | 102.4% |
| <i>Gross Profit before adj. for biological assets %</i> | 19.6% | 12.3% | |
| Operating margin/loss | (\$8.5) | (\$13.0) | 35% |
| <i>Operating margin/loss %</i> | (6.9%) | (13.4%) | |
| Adjusted EBITDA (2) | \$ 30.1 | \$ 12.0 | 151.9% |
| <i>Adjusted EBITDA Margin % (2)</i> | 24.5% | 12.3% | |
| Profit/Loss for the period | (\$22.5) | (\$35.6) | 36.8% |
| <i>Profit/Loss for the period Margin %</i> | (18.3%) | (36.7%) | |

Source: Company information.

(1) Includes unallocated revenue. Unallocated items correspond to minor activities not reported to the chief operating decision maker, such as packaging and other minor services provided by the Company.

(2) Adjusted EBITDA and Adjusted EBITDA Margin are non-IFRS measures. A reconciliation of Adjusted EBITDA to loss for the period, the most directly comparable measure calculated in accordance with IFRS, is set forth in the following slides under the heading "Adjusted EBITDA reconciliation."

Consolidated statement of comprehensive income



| US\$mm, unless otherwise stated | 1S2021 | 1S2020 |
|--|---------------|---------------|
| Revenue | 123.0 | 97.0 |
| Cost of sales | - 98.8 | - 85.1 |
| Depreciation of bearer plants | - 4.7 | - 4.8 |
| Gross profit before adj. for biological assets | 19.4 | 7.1 |
| <i>Gross margin before adj. for biological assets %</i> | <i>15.8%</i> | <i>7.4%</i> |
| Net loss arising from changes in fair value of biological assets | - 13.4 | - 2.5 |
| Gross profit after adj. for biological assets | 6.0 | 4.6 |
| <i>Gross margin after adj. For biological assets %</i> | <i>4.9%</i> | <i>4.8%</i> |
| Selling expenses | - 3.6 | - 4.1 |
| Administrative expenses | - 9.7 | - 10.3 |
| Other income | 0.4 | 1.0 |
| Other expenses | - 1.6 | - 4.3 |
| Net foreign exchange transactions losses | - 2.5 | - 2.1 |
| Operating loss | - 11.0 | - 15.1 |
| <i>Operating margin %</i> | <i>-8.9%</i> | <i>-15.6%</i> |
| Share of profit of investments accounted for using the equity method | 0.5 | 0.1 |
| Financial income | 0.1 | 0.2 |
| Financial cost | - 13.5 | - 20.2 |
| Loss before income tax | - 23.8 | - 35.1 |
| <i>Margin %</i> | <i>-19.4%</i> | <i>-36.1%</i> |
| Income tax | - 0.1 | - 1.4 |
| Deferred income tax | 1.4 | 0.9 |
| Loss for the period | - 22.5 | - 35.6 |
| Adjusted EBITDA ⁽¹⁾ | 30.1 | 12.0 |
| <i>Adjusted EBITDA Margin %</i> | <i>24.5%</i> | <i>12.3%</i> |

Source:
(1)

Company information.
Adjusted EBITDA and Adjusted EBITDA Margin are non-IFRS measures. A reconciliation of Adjusted EBITDA to loss for the period, the most directly comparable measure calculated in accordance with IFRS, is set forth in the following slides under the heading "Adjusted EBITDA reconciliation."

Consolidated statement of financial position



| US\$mm, unless otherwise stated | 1S21 | 1S20 |
|---|----------------|----------------|
| Assets | | |
| Property, plant, equipment and bearer plant | 706.5 | 691.8 |
| Right of use asset | 56.5 | 54.1 |
| Investments accounted for using the equity method | 3.5 | 3.5 |
| Intangible assets | 11.7 | 10.5 |
| Deferred tax assets | 5.7 | 3.2 |
| Total non-current assets | 784.0 | 763.0 |
| Prepaid expenses | 4.3 | 4.1 |
| Biological assets | 173.4 | 155.5 |
| Inventories | 33.7 | 30.0 |
| Accounts receivable to related companies | 0.9 | 14.1 |
| Other accounts receivable | 18.9 | 15.5 |
| Trade accounts receivable | 17.4 | 18.9 |
| Cash and cash equivalents | 27.6 | 28.1 |
| Total current assets | 276.4 | 266.2 |
| Total assets | 1,060.3 | 1,029.2 |
| Equity and liabilities | | |
| Share capital | 10.0 | 10.0 |
| Revaluation of assets | 172.6 | 172.6 |
| Retained earnings | 202.6 | 182.0 |
| Equity / Parent net investment | 385.2 | 364.6 |
| Non-controlling interest | - 1.0 | - 0.4 |
| Total equity | 384.2 | 364.2 |
| Long - term debt | 355.2 | 354.2 |
| Lease liability | 34.4 | 34.6 |
| Deferred tax liabilities | 138.3 | 112.3 |
| Other liabilities | - | 11.2 |
| Total non-current liabilities | 528.0 | 512.4 |
| Accounts payable to related companies | 0.1 | 4.0 |
| Current portion of long-term debt | 7.3 | 7.4 |
| Current portion of lease liability | 14.9 | 13.1 |
| Trade accounts payable | 38.1 | 48.5 |
| Other accounts payable | 13.6 | 13.3 |
| Bank loans | 74.2 | 66.4 |
| Total current liabilities | 148.1 | 152.7 |
| Total liabilities | 676.1 | 665.0 |
| Total equity and liabilities | 1,060.3 | 1,029.2 |

Consolidated statement of cash flows



| US\$mm, unless otherwise stated | 1S21 | 1S20 |
|---|---------------|---------------|
| Cash flow from operating activities | | |
| Cash receipts from customers | 160.2 | 128.0 |
| Cash paid to suppliers and employees | - 149.6 | - 114.9 |
| Interest paid | - 13.1 | - 7.5 |
| Income tax paid | - 1.9 | - 1.9 |
| Custom duties refund collections | 2.0 | 1.9 |
| Other payments | - 0.1 | 0.1 |
| Net cash generated from operating activities | - 2.5 | 5.7 |
| Cash flow from investing activities | | |
| Purchases of property, plant and equipment | - 3.4 | - 6.0 |
| Investment in bearer plants | - 11.3 | - 11.7 |
| Loans granted to related parties | - 1.1 | - 13.0 |
| Purchase of intangibles, excluding goodwill | - 0.1 | - 2.2 |
| Acquisition of subsidiary, net of cash acquired | - | - |
| Proceeds from sale of property, plant and equipment | - | 0.1 |
| Net cash used in investing activities | - 16.0 | - 32.9 |
| Cash flow from financing activities | | |
| Bank loans proceeds | 55.5 | 101.0 |
| Bank loans payments | - 39.4 | - 91.0 |
| Payments to related parties | - | - 8.0 |
| Collections of dividends | 2.7 | - |
| Financing of subsidiary | - 0.6 | - |
| Principal elements of lease liabilities payments | - 6.2 | - 4.2 |
| Transaction costs | - | - 4.5 |
| Long-term debt proceeds | - | 346.1 |
| Payments of long-term debt | - | - 311.8 |
| Net cash generated from (used in) financing activities | 12.1 | 27.5 |
| Net increase (decrease) in cash and cash equivalents | - 6.4 | 0.3 |
| Cash and cash equivalents at beginning of year | 34.0 | 27.8 |
| Cash and cash equivalents at end of year | 27.6 | 28.1 |

Source: Company information.

Appendix: Adjusted EBITDA reconciliation



| US\$mm, unless otherwise stated | 1S2021 | 1S2020 |
|---------------------------------------|-------------|-------------|
| Gross profit | 24.1 | 11.9 |
| Administrative expenses | - 9.7 | - 10.3 |
| Selling expenses | - 3.6 | - 4.1 |
| Depreciation and amortization | 9.7 | 8.4 |
| Depreciation of bearer plants | 9.6 | 6.0 |
| Adjusted EBITDA | 30.1 | 12.0 |
| Adjusted EBITDA Margin ⁽¹⁾ | 24.5% | 12.3% |

Source: Company information.
(1) Calculated as Adjusted EBITDA divided by Revenue.



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