

KEY FINANCIAL INDICATORS *of* agribusiness

24

COMPANIES



6.855

MMUS\$ in sales

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | CAGR% |
|-----------------|------|------|------|------|------|------|-------|
| Nº OF COMPANIES | 23 | 23 | 23 | 23 | 23 | 24 | |

TURNOVER

| SUM OF ALL COMPANIES | MMUS\$ | 6.026,3 | 5.410,0 | 6.170,4 | 6.632,9 | 6.168,7 | 6.855,3 | 2,6% |
|----------------------|--------|---------|---------|---------|---------|---------|---------|-------|
| TOP COMPANY | MMUS\$ | 2.446,4 | 2.117,6 | 2.494,1 | 2.617,0 | 2.381,7 | 3.235,7 | 5,8% |
| MEDIAN | MMUS\$ | 46,8 | 46,3 | 48,5 | 55,6 | 53,7 | 52,4 | 2,3% |
| WORST COMPANY | MMUS\$ | 1,4 | 3,4 | 6,5 | 6,5 | 6,0 | 3,7 | 21,8% |

TOTAL ASSETS

| SUM OF ALL COMPANIES | MMUS\$ | 7.258,5 | 6.580,5 | 7.210,3 | 7.963,2 | 8.661,2 | 10.793,5 | 8,3% |
|----------------------|--------|---------|---------|---------|---------|---------|----------|-------|
| TOP COMPANY | MMUS\$ | 2.548,0 | 2.146,1 | 2.335,4 | 2.559,4 | 2.781,9 | 4.852,5 | 13,8% |
| MEDIAN | MMUS\$ | 75,2 | 66,9 | 75,9 | 78,6 | 81,0 | 78,7 | 0,9% |
| WORST COMPANY | MMUS\$ | 15,5 | 14,1 | 15,2 | 21,0 | 17,5 | 16,1 | 0,7% |

EBIT

| SUM OF ALL COMPANIES | MMUS\$ | 658,3 | 569,4 | 710,0 | 724,2 | 633,0 | 705,9 | 1,4% |
|----------------------|--------|-------|-------|-------|-------|-------|-------|---------|
| TOP COMPANY | MMUS\$ | 333,9 | 230,9 | 344,8 | 370,9 | 286,6 | 406,2 | 4,0% |
| MEDIAN | MMUS\$ | 6,9 | 5,9 | 5,0 | 5,8 | 5,3 | 3,7 | -11,8% |
| WORST COMPANY | MMUS\$ | 0,2 | -1,4 | -1,3 | -0,8 | -1,9 | -12,2 | -323,2% |

KEY FINANCIAL INDICATORS of agribusiness

OPERATING MARGIN %

$$OM = \frac{EBIT}{Turnover}$$

| COMPANY NAME | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | Weighted Avg. | Linear Avg. | Median |
|--------------------------------|---------------------------------------|-------|--------|-------|--------|--------|--------|---------------|-------------|--------|
| GREEN GROUP | AGRÍCOLA SUTIL | | | | | | 29,7% | 29,7% | 29,7% | 29,7% |
| | INVERSIONES ABRANTES | 21,3% | 27,8% | 29,0% | 30,1% | 27,9% | 25,1% | 27,2% | 26,9% | 27,9% |
| | AGRÍCOLA SIEMEL | 30,8% | 39,2% | 21,3% | 26,9% | 24,7% | 18,1% | 26,8% | 26,8% | 25,8% |
| | VIÑA LA ROSA | 38,9% | 39,8% | 19,2% | 8,8% | 21,9% | 21,2% | 24,0% | 25,0% | 21,6% |
| | TOP WINE GROUP | 42,0% | 56,5% | -1,6% | 13,5% | 10,8% | 1,2% | 22,2% | 20,4% | 12,1% |
| | INVERSIONES AGRÍCOLAS Y COMERCIALES | 8,0% | 9,7% | 10,7% | 145,1% | -23,5% | 5,2% | 18,2% | 25,8% | 8,8% |
| | VIÑA LOS VASCOS | 11,2% | 14,3% | 18,4% | 19,5% | 16,8% | 12,8% | 15,8% | 15,5% | 15,5% |
| | VIÑA SAN PEDRO TARAPACÁ | 14,2% | 17,3% | 18,6% | 12,0% | 10,7% | 16,0% | 14,7% | 14,8% | 15,1% |
| YELLOW GROUP | AGROSUPER | 13,6% | 10,9% | 13,8% | 14,2% | 12,0% | 12,6% | 12,9% | 12,9% | 13,1% |
| | SOCIEDAD AGRÍCOLA LA ROSA SOFRUCO | 20,8% | 15,2% | 9,0% | 10,6% | 10,8% | 7,3% | 12,1% | 12,3% | 10,7% |
| | VIÑA SANTA RITA | 11,1% | 10,1% | 11,4% | 10,5% | 11,5% | 9,4% | 10,7% | 10,7% | 10,8% |
| | VIÑA CONCHA Y TORO | 10,8% | 11,2% | 10,7% | 9,6% | 9,8% | 11,7% | 10,6% | 10,6% | 10,7% |
| | INVERTEC NATURAL JUICE | 5,9% | 3,7% | 9,0% | 9,7% | 16,0% | 13,3% | 10,5% | 9,6% | 9,4% |
| | HORTIFRUT | 9,7% | 8,7% | 10,3% | 9,5% | 14,4% | 7,2% | 10,0% | 10,0% | 9,6% |
| | FRUTÍCOLA OLMUÉ | 59,6% | 20,8% | 6,8% | -1,9% | 10,3% | 14,1% | 8,2% | 18,3% | 12,2% |
| | VIÑEDOS EMILIANA | 6,4% | 7,9% | 9,1% | 6,1% | 6,9% | 8,0% | 7,3% | 7,4% | 7,4% |
| RED GROUP | SOPROLE INVERSIONES | 4,2% | 9,0% | 9,3% | 8,2% | 6,7% | 5,3% | 7,1% | 7,1% | 7,5% |
| | INVERTEC FOODS | 6,8% | 3,7% | 7,4% | 8,2% | 7,6% | 6,6% | 6,8% | 6,7% | 7,1% |
| | COMERCIAL GREENVIC | 8,6% | 7,3% | 9,6% | 6,3% | 6,3% | 2,2% | 6,7% | 6,7% | 6,8% |
| | EMPRESAS SUTIL | 6,9% | 7,7% | 5,1% | 4,3% | 6,2% | 7,1% | 6,2% | 6,2% | 6,5% |
| | PACIFIC NUT COMPANY CHILE | 4,5% | 4,3% | 6,1% | 6,6% | 3,3% | 4,0% | 4,8% | 4,8% | 4,4% |
| | FRUTÍCOLA VICONTO | 22,5% | -23,6% | -9,9% | 17,0% | 23,9% | -29,3% | 3,0% | 0,1% | 3,6% |
| | SOCIEDAD PROCESADORA DE LECHE DEL SUR | 4,5% | 7,3% | 3,4% | 1,6% | 1,0% | -6,9% | 2,1% | 1,8% | 2,5% |
| | SOFRUCO ALIMENTOS | 0,7% | -3,4% | -3,9% | 1,0% | 3,4% | 4,6% | 0,5% | 0,4% | 0,8% |
| WEIGHTED AVERAGE (BY TURNOVER) | | 10,9% | 10,5% | 11,5% | 10,9% | 10,3% | 10,3% | 10,7% | 10,7% | 10,7% |
| LINEAR AVERAGE | | 15,8% | 13,3% | 9,7% | 16,4% | 10,4% | 8,6% | 12,4% | 12,9% | 11,7% |
| MEDIAN | | 10,8% | 9,7% | 9,3% | 9,6% | 10,7% | 7,6% | 10,6% | 10,6% | 10,2% |
| GREEN GROUP MEDIAN | | 21,3% | 27,8% | 18,6% | 19,5% | 16,8% | 17,1% | 23,1% | 25,4% | 18,5% |
| YELLOW GROUP MEDIAN | | 11,0% | 10,5% | 9,7% | 9,7% | 11,1% | 10,6% | 10,6% | 10,6% | 10,7% |
| RED GROUP MEDIAN | | 5,7% | 5,8% | 5,6% | 6,5% | 6,2% | 4,3% | 5,5% | 5,5% | 5,5% |

KEY FINANCIAL INDICATORS of agribusiness

ASSET TURNOVER %

$$AT = \frac{\text{Turnover}}{\text{Assets}}$$

| COMPANY NAME | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | Weighted Avg. | Linear Avg. | Median |
|------------------------------|---------------------------------------|------|------|------|------|------|------|---------------|-------------|--------|
| GREEN GROUP | PACIFIC NUT COMPANY CHILE | 205% | 190% | 180% | 226% | 167% | 152% | 184% | 187% | 185% |
| | SOFRUCO ALIMENTOS | 142% | 140% | 151% | 176% | 193% | 196% | 165% | 166% | 163% |
| | COMERCIAL GREENVIC | 188% | 169% | 156% | 149% | 138% | 119% | 149% | 153% | 153% |
| | SOCIEDAD PROCESADORA DE LECHE DEL SUR | 162% | 132% | 118% | 153% | 151% | 138% | 142% | 142% | 144% |
| | SOPROLE INVERSIONES | 110% | 111% | 107% | 110% | 104% | 101% | 107% | 107% | 108% |
| | EMPRESAS SUTIL | 107% | 91% | 95% | 92% | 94% | 95% | 95% | 96% | 94% |
| | INVERSIONES ABRANTES SPA | 71% | 88% | 108% | 92% | 94% | 106% | 94% | 93% | 93% |
| | AGROSUPER | 96% | 99% | 107% | 102% | 86% | 67% | 89% | 93% | 97% |
| YELLOW GROUP | INVERTEC NATURAL JUICE | 83% | 67% | 78% | 96% | 115% | 64% | 83% | 84% | 81% |
| | INVERTEC FOODS | 69% | 63% | 60% | 71% | 85% | 65% | 69% | 69% | 67% |
| | FRUTÍCOLA OLMUÉ SPA | 6% | 7% | 83% | 74% | 80% | 90% | 64% | 57% | 77% |
| | VIÑA LA ROSA | 57% | 49% | 58% | 72% | 77% | 74% | 63% | 64% | 65% |
| | VIÑA SAN PEDRO TARAPACA | 58% | 61% | 64% | 65% | 60% | 56% | 61% | 61% | 61% |
| | VIÑA CONCHA Y TORO | 64% | 64% | 65% | 61% | 54% | 52% | 60% | 60% | 62% |
| | VIÑA SANTA RITA | 57% | 63% | 66% | 62% | 58% | 53% | 60% | 60% | 60% |
| | HORTIFRUT | 74% | 74% | 78% | 68% | 42% | 43% | 56% | 63% | 71% |
| RED GROUP | SOCIEDAD AGRÍCOLA LA ROSA SOFRUCO | 50% | 44% | 49% | 53% | 52% | 54% | 51% | 50% | 51% |
| | VIÑEDOS EMILIANA | 48% | 46% | 48% | 47% | 43% | 42% | 46% | 46% | 47% |
| | INVERSIONES AGRÍCOLAS Y COMERCIALES | 50% | 70% | 65% | 19% | 14% | 14% | 41% | 39% | 34% |
| | VIÑA LOS VASCOS | 31% | 34% | 32% | 39% | 34% | 26% | 32% | 32% | 33% |
| | AGRÍCOLA SUTIL | | | | | | 23% | 23% | 23% | 23% |
| | TOP WINE GROUP | 36% | 21% | 20% | 17% | 22% | 24% | 22% | 23% | 21% |
| | AGRÍCOLA SIEMEL | 21% | 22% | 20% | 20% | 19% | 21% | 20% | 20% | 20% |
| | FRUTICOLA VICONTO | 15% | 12% | 12% | 11% | 10% | 6% | 11% | 11% | 12% |
| WEIGHTED AVERAGE (BY ASSETS) | | 83% | 82% | 86% | 83% | 71% | 64% | 77% | 78% | 83% |
| LINEAR AVERAGE | | 78% | 75% | 79% | 82% | 78% | 70% | 74% | 75% | 76% |
| MEDIAN | | 64% | 64% | 66% | 71% | 77% | 60% | 62% | 62% | 66% |
| GREEN GROUP MEDIAN | | 126% | 122% | 113% | 130% | 121% | 113% | 125% | 125% | 126% |
| YELLOW GROUP MEDIAN | | 61% | 63% | 65% | 69% | 68% | 60% | 62% | 62% | 66% |
| RED GROUP MEDIAN | | 36% | 34% | 32% | 20% | 22% | 23% | 27% | 28% | 28% |

KEY FINANCIAL INDICATORS of agribusiness

RETURN ON ASSETS %

$$ROA = \frac{EBIT}{Assets} = \frac{EBIT}{Turnover} \times \frac{Turnover}{Assets}$$

| COMPANY NAME | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | Weighted Avg. | Linear Avg. | Median |
|------------------------------|---------------------------------------|-------|-------|-------|-------|-------|-------|---------------|-------------|--------|
| GREEN GROUP | INVERSIONES ABRANTES | 15,1% | 24,6% | 31,4% | 27,8% | 26,2% | 26,7% | 25,5% | 25,3% | 26,5% |
| | VIÑA LA ROSA | 22,2% | 19,7% | 11,2% | 6,3% | 16,8% | 15,6% | 15,3% | 15,3% | 16,2% |
| | AGROSUPER | 13,1% | 10,8% | 14,8% | 14,5% | 10,3% | 8,4% | 11,5% | 12,0% | 11,9% |
| | COMERCIAL GREENVIC | 16,2% | 12,3% | 14,9% | 9,3% | 8,7% | 2,6% | 10,0% | 10,7% | 10,8% |
| | VIÑA SAN PEDRO TARAPACA | 8,3% | 10,7% | 11,8% | 7,8% | 6,4% | 8,9% | 8,9% | 9,0% | 8,6% |
| | PACIFIC NUT COMPANY CHILE | 9,2% | 8,2% | 10,9% | 15,0% | 5,5% | 6,1% | 8,9% | 9,2% | 8,7% |
| | INVERTEC NATURAL JUICE | 4,9% | 2,4% | 7,0% | 9,4% | 18,3% | 8,5% | 8,7% | 8,4% | 7,7% |
| | SOPROLE INVERSIONES | 4,6% | 10,0% | 9,9% | 9,0% | 7,0% | 5,3% | 7,6% | 7,6% | 8,0% |
| YELLOW GROUP | INVERSIONES AGRÍCOLAS Y COMERCIALES | 4,0% | 6,8% | 6,9% | 28,2% | -3,3% | 0,7% | 7,5% | 7,2% | 5,4% |
| | AGRÍCOLA SUTIL | | | | | | 6,7% | 6,7% | 6,7% | 6,7% |
| | VIÑA SANTA RITA | 6,4% | 6,4% | 7,5% | 6,5% | 6,6% | 4,9% | 6,4% | 6,4% | 6,4% |
| | VIÑA CONCHA Y TORO | 6,9% | 7,2% | 6,9% | 5,9% | 5,2% | 6,1% | 6,3% | 6,4% | 6,5% |
| | SOCIEDAD AGRÍCOLA LA ROSA SOFRUCO | 10,5% | 6,7% | 4,4% | 5,7% | 5,6% | 3,9% | 6,1% | 6,1% | 5,6% |
| | EMPRESAS SUTIL | 7,4% | 7,0% | 4,8% | 4,0% | 5,8% | 6,7% | 5,9% | 5,9% | 6,2% |
| | HORTIFRUT | 7,2% | 6,4% | 8,1% | 6,4% | 6,1% | 3,1% | 5,6% | 6,2% | 6,4% |
| | AGRÍCOLA SIEMEL | 6,5% | 8,5% | 4,2% | 5,4% | 4,7% | 3,8% | 5,4% | 5,5% | 5,1% |
| RED GROUP | FRUTÍCOLA OLMUÉ | 3,4% | 1,5% | 5,6% | -1,4% | 8,2% | 12,6% | 5,2% | 5,0% | 4,5% |
| | VIÑA LOS VASCOS | 3,5% | 4,8% | 6,0% | 7,5% | 5,7% | 3,3% | 5,1% | 5,1% | 5,2% |
| | TOP WINE GROUP | 15,2% | 11,9% | -0,3% | 2,3% | 2,3% | 0,3% | 5,0% | 5,3% | 2,3% |
| | INVERTEC FOODS | 4,7% | 2,3% | 4,5% | 5,8% | 6,5% | 4,3% | 4,7% | 4,7% | 4,6% |
| | VIÑEDOS EMILIANA | 3,1% | 3,7% | 4,3% | 2,9% | 2,9% | 3,4% | 3,4% | 3,4% | 3,2% |
| | SOCIEDAD PROCESADORA DE LECHE DEL SUR | 7,2% | 9,7% | 3,9% | 2,4% | 1,5% | -9,5% | 3,0% | 2,5% | 3,2% |
| | SOFRUCO ALIMENTOS | 1,0% | -4,7% | -5,9% | 1,7% | 6,6% | 9,0% | 0,9% | 1,3% | 1,4% |
| | FRUTICOLA VICONTO | 3,4% | -2,9% | -1,2% | 1,9% | 2,4% | -1,9% | 0,3% | 0,3% | 0,4% |
| WEIGHTED AVERAGE (BY ASSETS) | | 9,1% | 8,7% | 9,8% | 9,1% | 7,3% | 6,5% | 8,3% | 8,4% | 8,9% |
| LINEAR AVERAGE | | 8,0% | 7,6% | 7,5% | 8,0% | 7,2% | 5,8% | 7,2% | 7,3% | 7,1% |
| MEDIAN | | 6,9% | 7,0% | 6,9% | 6,3% | 6,1% | 5,1% | 6,2% | 6,3% | 6,3% |
| GREEN GROUP MEDIAN | | 11,2% | 10,7% | 11,5% | 9,4% | 9,5% | 8,4% | 9,5% | 9,9% | 9,8% |
| YELLOW GROUP MEDIAN | | 6,9% | 6,8% | 6,9% | 5,9% | 5,6% | 4,4% | 6,2% | 6,3% | 6,3% |
| RED GROUP MEDIAN | | 3,4% | 3,0% | 4,1% | 2,4% | 4,3% | 3,3% | 4,0% | 4,0% | 3,2% |

KEY FINANCIAL INDICATORS

agribusiness



COMPANIES WITH PUBLIC FINANCIAL STATEMENTS

| COMPANY NAME | MAIN BUSINESS UNITS | | | | | | | | | | | ASSETS | | |
|---------------------------------------|---------------------|------------------------|------|------------|----------------------------|-------|------|--------|--------|-------|-------------|----------|--------|------------|
| | FRUITS & CROPS | VEGETABLES & MUSHROOMS | NUTS | DRY FRUITS | FROZEN FRUITS & VEGETABLES | WINES | OILS | JUICES | PUREES | DAIRY | MEAT & FISH | ORCHARDS | CATTLE | FACILITIES |
| AGRÍCOLA SIEMEL | X | | X | X | | | | | | X | X | X | X | X |
| AGRÍCOLA SUTIL | X | | X | | | | | | | | | X | | |
| AGROSUPER | X | | X | X | | | | | | | X | X | X | X |
| COMERCIAL GREENVIC | X | | X | | | | | | | | | | | X |
| EMPRESAS SUTIL | X | | X | X | X | X | | | | | | X | | X |
| FRUTÍCOLA OLMUÉ | | | | | X | | | | | | | | | X |
| FRUTICOLA VICONTO | X | | | | | | | | | | | X | | |
| HORTIFRUT | X | | | | X | | | | | | | X | | X |
| INVERSIONES ABRANTES | | X | | | | | | | | | | | | X |
| INVERSIONES AGRÍCOLAS Y COMERCIALES | X | | X | | | | X | | | | X | X | X | X |
| INVERTEC FOODS | X | | | X | X | | | X | X | | | X | | X |
| INVERTEC NATURAL JUICE | | | | | | | | X | | | | | | X |
| PACIFIC NUT COMPANY CHILE | | | X | X | | | | | | | | | | X |
| SOCIEDAD AGRÍCOLA LA ROSA SOFRUCO | X | | | X | | X | | X | | | | X | | X |
| VIÑA SANTA RITA | | | | | | X | | | | | | X | | X |
| SOCIEDAD PROCESADORA DE LECHE DEL SUR | | | | | | | | | X | | | X | X | X |
| SOFRUCO ALIMENTOS | X | | | X | | | | X | | | | | | X |
| SOPROLE INVERSIONES | | | | | | | | | X | | | X | X | X |
| TOP WINE GROUP | | | | | | X | | | | | | | | X |
| VIÑA CONCHA Y TORO | | | | | | X | | | | | | X | | X |
| VIÑA LA ROSA | | | | | | X | | | | | | | | X |
| VIÑA LOS VASCOS | | | | | | X | | | | | | X | | X |
| VIÑA SAN PEDRO TARAPACA | | | | | | X | | | | | | X | | X |
| VIÑEDOS EMILIANA | | | | | | X | | | | | | X | | X |