Camposol

Investor Presentation





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Today's presenters



Camposol management team

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	K)	

Andrés Colichón	CFO of Camposol since April of 2017; prior to that has held CFO positions at Corporacion
	Primax, Grupo San Fernando, Graña y Montero and Grupo El Comercio
Chief Financial Officer	From 2005 to 2008 also worked as a consultant at McKinsey & Co.
	B.A. in Business Administration and Finance from Baldwin Wallace College, and M.B.A.
	from Boston University

Camposol at a Glance

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Camposol: The leading global branded fresh healthy food company with an on-trend product offering and unique competitive advantages

Value proposition is recognized by over 20 of the top retailers in the world, and track record of growth is driven by a strong R&D process

Overview

- Vertically-integrated producer of branded, fresh food products for leading retailers and wholesalers worldwide
- Global presence in over 45 countries via sales and distribution operations in the U.S., the Netherlands, and China
- 1Q-2020 sales geographic breakdown
 - North America: ~67%
 - Europe: ~28%
 - Asia: ~2%
 - Rest of the world: ~3%
- Large and growing land bank
 - Owns c. 20,553 hectares, out of which c.
 9,154 hectares² have been planted (~45%) out of which 60% are operating at their high-yield phase
- Employs over 14,000 workers on average
- Benefits from strong corporate governance processes
 - No member of the controlling family permitted to be part of Management
 - 3 out of 7 board members are independent

Unique Value proposition

High quality and diverse portfolio of on-trend, branded, fresh food products with ability to meet demand at times of low supply and higher prices

Total control from farm to retailers and sustainable farming methods emphasize a socially-responsible and environmentally-friendly business model that ensures food safety and product traceability

Source: Company as of March 2020 Notes:

- 1 Figures excluding discontinued operations
- 2 Net hectares planted (excludes infrastructure such as roads)



Selected financial overview - Agribusiness¹

3 Refers to tangerine, grapes and mangos

Guaranteed traceability

4 Walmart's Award is a prize presented to companies that have innovated and exceeded the client's needs and expectations around their product offering as well as having achieved outstanding performance when compared to other suppliers

Unproductive phase
Medium-vield phase
High-vield phase

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Summary of key financials







Sales by crop (MT)



Highlights

- 1Q-2020 Sales growth is mainly driven by:
 - Grapes:
 - Increase in volume sold due to a delay in the 2019 grape season that placed important volumes in early 2020.
 - Mango:
 - Increase in volume due to a recovery in its productivity levels.
- IQ-2020 EBITDA decline explained by:
 - Decrease in blueberry volume mainly explained by early pruning of the blueberry crops that reduced the volumes in the "tail" of the 2019-20 season in order to favor production volumes later in 2020.
- As of March 31st, 2020, the company maintained a cash balance of USD 29.1 million and registered a net leverage ratio of 3.3x.
- Operational working capital was 3% of LTM 1Q-2020 sales mainly explained by lower inventory and trade accounts levels, related to the finalization of the mango and grape season.

Working capital (US\$mm)^{1 2}



Source: Company

1. Working capital = trade accounts receivables + inventory - trade accounts payable

2. Proforma working capital 2016 - 2019

Gross profit breakdown by crop



Highlights

Gross profit was USD 4.7 million and the gross margin was 7.3%:

Avocado

 Avocado season takes place between April-May and September. Therefore, volumes sold are basically the tail of our previous year frozen program.

Blueberry

 Lower volumes of blueberry mainly explained by the early pruning performed at the tail of the 2019-20 season in order to favor production volumes later in 2020.

Other

- Tangerine season usually starts in May and ends in September.
- Grapes has increased volumes explained by the delay in the grape season, with important volumes moving from the 4Q-2019 to the 1Q-2020.
- Mangos production explained by higher yields which also positively affected unitary costs.

USD (000)	Avocado	Blueberry	Other*	1Q-2020	1Q-2019
Povenues	07/	20.042	22 020	62 646	E4 472
Revenues	824		33,829	63,616	56,473
Cost of goods sold	(617)	(28,002)	(23,166)	(51,784)	(41,037)
Costs associated to sales	(7)	(1,997)	(5,164)	(7,167)	(6,326)
Gross profit	201	(1,036)	5,500	4,665	9,110
Gross margin %	24.4%	-3.6%	16.3%	7.3%	16.1%
Net million tons					
Volume produced	61	2,442	20,733	23,236	16,123
Volumes sold	257	5,510	20,540	26,307	18,037
USD/kg					
Weighted avg price	3.21	5.26	1.65	2.42	3.13

* Includes Tangerine, Grapes and Mangoes.

Cashflow Statement



Cashflow as of March 31st, 2020

	1Q-2020	1Q-2019
EBITDA	3.7	6.3
Working Capital Changes	2.3	(1.5)
Interest Expense Net	(4.7)	(6.4)
Income tax paid	(1.1)	(0.2)
Net Cash Flow from operations	0.1	1.7
Net Cash Flow for Investments	(14.9)	(14.3)
Net Cash Flow from Financing	16.1	26.5
Net Cash Flow during the period	1.4	10.5
Cash beginning of the period	27.8	32.5
Cash end of the period	29.1	43.0

- Despite a lower EBITDA in 1Q-2020 compared to 1Q-2019, Camposol had a neutral cash flow from operations.
- Total investments amounted to USD 14.9 million, mainly to finance the expansion plan in Colombia and consolidate Peru.
- Net cash flow from financing was USD 16.1 million mainly reflected by an increase in debt to finance the Capex plan.
- As of March 31st, 2020, the cash balance was 29.1 (8.7% of LTM sales).

Current Funding Mix





Finance leases

Source: Company

Includes short & long term debt without capitalized fees and interest 1.

Mid-term loan

2. Includes new operating leases in the 1Q2020

Senior Notes

\$417

1Q-2020

3.3x

\$397

2019

3.1x



Comments on current important developments



CAMPOSOL successfully issued USD 350MM in senior unsecured note in the international capital markets

- On January 28th, 2020 the Company issued USD350MM in senior unsecured notes. The issue was more than 6x oversubscribed among a welldiversified and strong investor base.
- These notes were issued at a 6% coupon and have a 7-year maturity (bullet).
- The company refinance existing debt (USD 339mm) in order to extend the duration and release all collateral.

Outlook

- The Company is focused on becoming a year round player for which it will continue increasing its operations of avocados in Colombia and tangerines in Uruguay.
- The company has started a digital transformation and lean initiative that involves process optimization, the use of technology and innovative methods in order to reduce costs, improve key controls and strengthen clients' service levels.

COVID-19 pandemic

- CAMPOSOL has been able to continue operating amidst the restrictions of the COVID-19 pandemic.
- The Company is taking all measures required to guarantee the safety of its employees, proper care of our biological assets, mitigate impacts on our financial results, and maintain optimum service to our clients worldwide.

Camposol at a Glance

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Key investment highlights



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Unique value proposition with control from field to table, and direct access to retailers

Right industry, right products

Constant product and technology innovation that successfully identifies, develops and scales new products

Protected market environment, superior yields with limited agricultural risk, and ability to strategically enter the market

Strong Corporate Governance and experienced management team



1 Consumers focused on fresh & healthy products from trusted sources that utilize socially responsible growing methods

Need for food

- Growing population
- Growing middle class in new developed countries that are focused on "quality" food
- Population grows but arable land does not



Source: Immersive Youth Marketing Group "Youth Consumer Behavior: Millenials and the Natural Foods", The Halo Group "How Can Your Brand Resonate With Milennial Foodies?", Euromonitor - World Retail Volumes Note:

1 Per Euromonitor, represents volume

2 Vertical integration allows for control from field to table ensuring high product quality, food safety and 100% product traceability





Reforestation Program Water Efficiency Initiative Wawa Wasi **Health Clinics** Camposol follows UN Adherence to sustainable Ravito de Sol international GRI development and Plantation of Developing guidelines pesticide levels SuizAqua trees in methodologies Education program focusing on requirements.c.a.r. deforested to reduce water Global the intellectual, artistic, and Health clinic set up in areas of Peru usage across the Reporting social development of 41 Nuevo Chao to provide basic nitiative" value chain children of employees medical service

Source: Company

Notes:

Packaging capabilities for blueberries and avocados.

2 As of December 31, 2018

2 Camposol, the multiple award winning company



Camposol started operations in the U.S. in 2014 with a partial avocado offering



Source: Company

3 Track record of successfully identifying and developing new products



Own R&D infrastructure is complemented by partnerships with leading research institutions



R&D initiatives are focused on new crops, and as of today, Camposol has more than 15 crops being tested by R&D team

3 Proven ability to introduce and scale new profitable products



1	Opportunity	identification	2	Field testing	3	Commer	cial scaling	4	Further d	evelopment	
vocados	 Identified increased global consumption of Hass avocados driven by overall health benefits 		 Were among the first to plant Hass avocado in the Peruvian desert in early 2000s 			 2008-2010: 1,662 hectares of Hass avocado planted in anticipation of the U.S. market opening to Peruvian Hass avocado imports 			 Constantly seeking to expand production window in order to ensure a year-round stable supply. R&D area monitoring genetic development to improve fruit's characteristics. Invested in additional locations to expand production window (i.e. Colombia) 		
olume Sold AT '000)	12.0	17.6 14.1	26.8	40.2	27.3	22.9	42.5	47.6	24.5	2010-2019 CAGR	
	2010	2011 2012	2013	2014	2015 ¹	2016 ²	2017	2018	2019		
lueberries	 Acknowledged changing consumer trends favoring healthier and convenient food alternatives 					 2013: 150 hectares planted, first sales to main retailers (Walmart, Morrison and Edeka) 2014: Acquired first 2 packaging lines. 2014-2016: 1,357 hectares planted 		.0	 2014: Genetic development contract signed with Biofrutales; partnered with University of Florida for testing blueberries 2015: Genetic development contract signed with Inkas Berries (University of Georgia) Evaluating additional locations to expand production (i.e. Mexico) 		
olume Sold AT '000)	0.7	0.9	4.4	10.	9	13.7	24.9		29.8	2013-2019 CAGR	
	2013	2014	2015	201	6	2017	2018		2019	(87%)	
	 Tap on consumer growth and complement portfolio of fresh products Identified commercial opportunity in easy to peel and seedless variety, making them a great on-the-go snack 		 2008: First 57 has of tangerine planted 2009: Expanded to 101 hectares planted 			 2018: Realized investments to acquire tangerine fields in Uruguay to expand current production window 			 No additional Capex required to increativation future productivity of existing fields, investment already realized Acquired additional locations to expaniproduction window (i.e. Uruguay) 		
asy-Peeler angerines olume Sold	3.3	6.8		5.0	5.	8	9.0		7.5	2014-2019 CAGR	
AT '000)											

Source: Company

Note:

1 Volume decrease due to the presence of a weak El Niño phenomenon during 2014 and moderated in 2015.

2 Year of high temperatures during winter that affected avocado trees.

4 Strategic location and infrastructure enables superior yields...



Location and operational expertise allows Camposol to achieve distinctively higher yields



- Locations' proximity to the equator and positioning between the Andean mountains and the Humboldt current supports:
 - Minimal weather fluctuation and stable temperature throughout the year
 - Ability to farm various fruits
 - Ability to harvest for many months sometimes year-round - and to target market windows when demand and prices are highest
- Humboldt current creates a moderate climate, which combined with steady sunlight throughout the year, creates a greenhouse effect

- Constant availability of water for irrigation due to Chavimochic and other irrigation projects
- Close proximity to major processing and freezing infrastructure minimizes dehydration and maximizes overall product life



Source: FAOStat yields by country and crop Notes:

1 Represents average 2017 yields

2 Camposol yields achieved at plantation maturity

3 Management estimates



…with limited agricultural risks…



In 2017, Peru experienced its worst storm in nearly two decades

- The El Niño event of 2017 was an unusually severe iteration of a more • common phenomenon
 - Prior to 2017, severe El Niño events only occurred in 1982 and 1997
- Exceptionally warm water in the pacific ocean fueled torrential rains that caused deadly flooding (10x normal rainfall)



Camposol's operations were not materially affected

Location

Plantations are located far from mountains, minimizing risk of landslides

Infrastructure

Reparations on the Chavimochic canal were quickly made by a cohort of private businesses



4 ...and ability to strategically enter the market



Camposol times entry to the U.S. blueberry market to coincide with highest prices

- The U.S. blueberry market price peaks during the fall and winter months when local production decreases and demand remains high
- Camposol aims to supply the U.S. and other Northern Hemisphere markets by taking advantage of different production windows, effectively accessing markets when supply from other regions is seasonally low
- Year-round production capabilities make Camposol an attractive partner for retailers worldwide



Year-long production allows Camposol to target specific countercyclical market window of major markets

5 Strong Corporate Governance and experienced management team...

Highly-experienced, results-oriented management team supported by sound corporate governance practices built by the Dyer Coriat family and complemented by independent board members

Experience	d and well-r	Sound corporate governance practices		
Name and Title	Years of experience	In Camposol since	Previous work experience	Participation of independent directors
Jorge Ramirez Rubio CEO of Camposol	20+	2008	COPEINCA MANCO Mexichem	Dyer Coriat Family
Andres Colichon Sas Chief Financial Officer	20+	2017	McKinsey&Company O Grupo El Cornercio	Independent
Rodrigo Manzo Country Managing Director, Peru	20+	2014	PROPAL Det Monte	Committees Audit, Internal Control and Compensation Strategy and
Pedro Javier Morales Garcés International Director of new business	20+	1999	CENTRON LE	Risks Responsibility
José Antonio Gómez Bazan Managing Director, Camposol International	20+	2011	IBM. >BCP>	Experience in capital markets 2008 2012 2013
Juan Manuel Guell Supply Chain Manager	20+	2018		Listed in the Issued US\$125mm Delisted from Oslo Stock senior unsecured Oslo Stock Exchange notes due 2017 Exchange
Alvaro Carrasco Legal and Corporate Affairs Manager	10+	2018	Payet Rey Calivi Pérez BORTCO, ELAR ELAR ELAR ELAR ELAR ELAR ELAR ELAR	201820162014Obtained a syndicate loan forExchange of 73.75% ofReopening of senior unsecured
Tania Segovia Juarez Internal Auditor	10+	2015	TASA WSTRAD movistar @ BELLSOUTH	up to US\$250mm outstanding notes raising and redeemed its US\$200mm for new proceeds of Senior Secured secure notes due US\$75mm Notes due 2021 2021







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