MATRIZ AGROSUPER

EARNINGS RELEASE

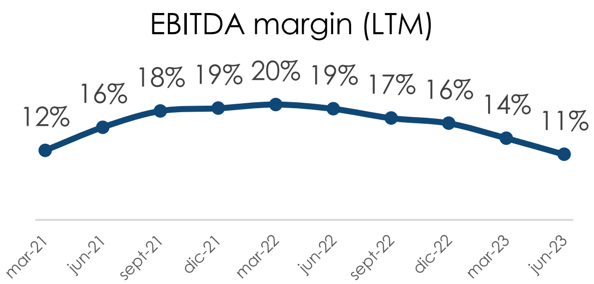
2Q2023

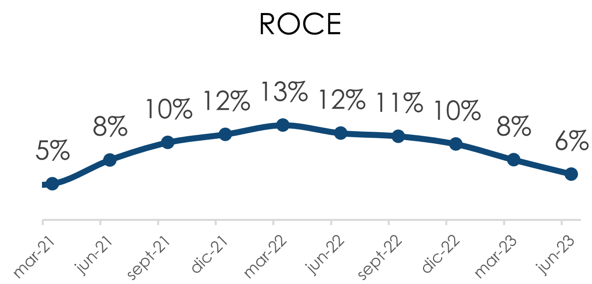
AGROSUPER AquaChile

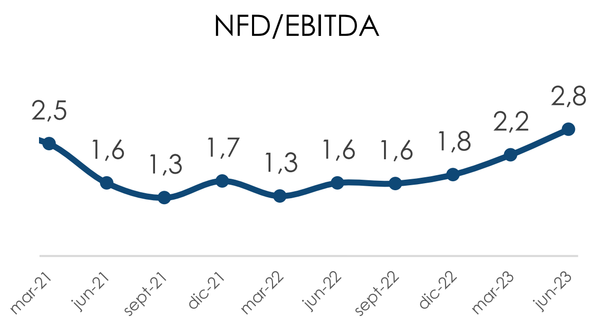
1. SUMMARY AS OF 2Q23 CLOSE

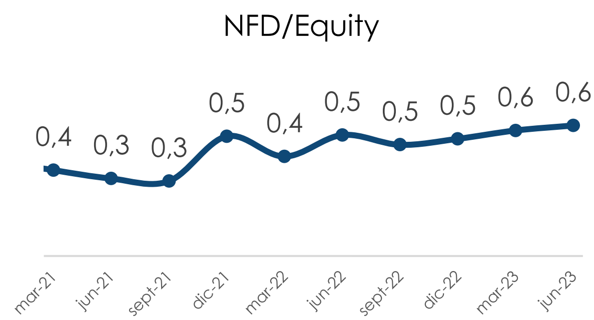
- **Consolidated sales revenue** was **USD 2,155 million** for the first half of 2023 (1H23), an increase of **3.9%** over the same period last year (1H22).
    - **Meat segment** revenue was **USD 1,318 million**, an increase of 3.1% over 1H22.
    - **Aquaculture segment** revenue was **USD 805 million**, an increase of 5.2% over 1H22.
- **Consolidated EBITDA** before *fair value* adjustments for 1H23 totaled **USD 186 million**, a decrease of **53.2%** compared to 1H22. This was mainly due to decreases both in the Meat Segment as a result of avian influenza, and the Aquaculture Segment as a result of international prices falling and additional expenses associated with control and mitigation measures for a farming site in the Magallanes region infected with the ISA virus.
    - **Meat segment EBITDA** was **USD 66 million**, a decrease of 69.8% over 1H22.
    - **Aquaculture segment EBITDA** before *fair value* adjustments was **USD 119 million**, a decrease of 33.6% over 1H22.
- **The consolidated net loss** for the period was **USD 55 million**, a decrease of USD 268 million over 1H22. This decrease was mainly due to a **negative *fair value* adjustment of USD 125 million** and **lower performance from both segments totaling USD 212 million**.
- As of June 30, 2023, **net financial debt** was **USD 1,326 million,** an increase of **8.2%** compared to as of December 31, 2022.

Note: **EBITDA margin** for the last twelve months. **ROCE:** Return on capital employed: Net operating income before fair value adjustments for the last twelve months * (1 - Tax Rate) / (PP&E + Receivables + Intangible Assets + Goodwill + Inventories - Payables) last quarter **NFD:** Net financial debt


EBITDA margin (LTM)
12%
16%
18%
19%
20%
19%
17%
16%
14%
11%
mar-21
jun-21
sept-21
dic-21
mar-22
jun-22
sept-22
dic-22
mar-23
jun-23


ROCE
5%
8%
10%
12%
13%
12%
11%
10%
8%
6%
mar-21
jun-21
sept-21
dic-21
mar-22
jun-22
sept-22
dic-22
mar-23
jun-23


NFD/EBITDA
2,5
1,6
1,3
1,7
1,3
1,6
1,6
1,8
2,2
2,8
mar-21
jun-21
sept-21
dic-21
mar-22
jun-22
sept-22
dic-22
mar-23
jun-23


NFD/Equity
0,4
0,3
0,3
0,5
0,4
0,5
0,5
0,5
0,6
0,6
mar-21
jun-21
sept-21
dic-21
mar-22
jun-22
sept-22
dic-22
mar-23
jun-23

2. MARKET CONTEXT

Meat Segment

The global meat industry continues to face narrow financial margins that remain below expectations, which is aligned with market observations over the last twelve months, Despite a slow reduction in raw material and consumables costs since 1Q23, the demand for meat has contracted as a result of inflation in local and international markets, which has affected the recovery of prices and encouraged the consumption of more affordable cuts or products.

Throughout the first half of 2023, the local market was affected by avian influenza, which restricted access to some international markets, which led to a change in our sales mix and export markets, and put downward pressure on our average prices.

Aquaculture Segment

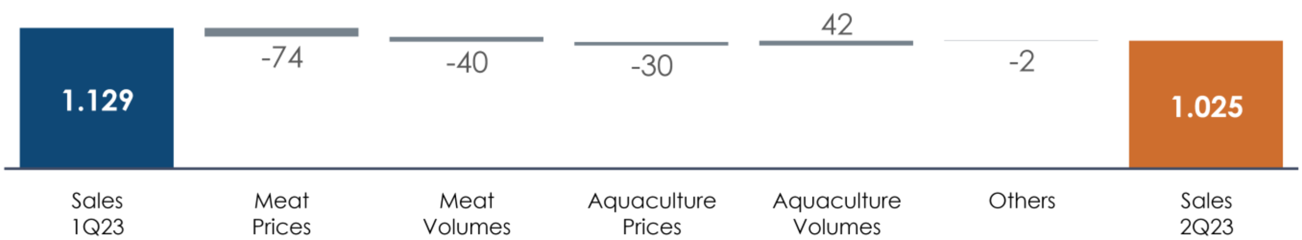
There was a slight increase in global salmon supply during the second quarter of 2023, compared to the same quarter last year. This growth was led by increases in Chilean and Norwegian harvest volumes and was partially offset by a reduction in supplies from Canada.

However, fresh fillet prices in the USA fell sharply, mainly due to a contraction in demand.

3. CONSOLIDATED RESULTS SUMMARY

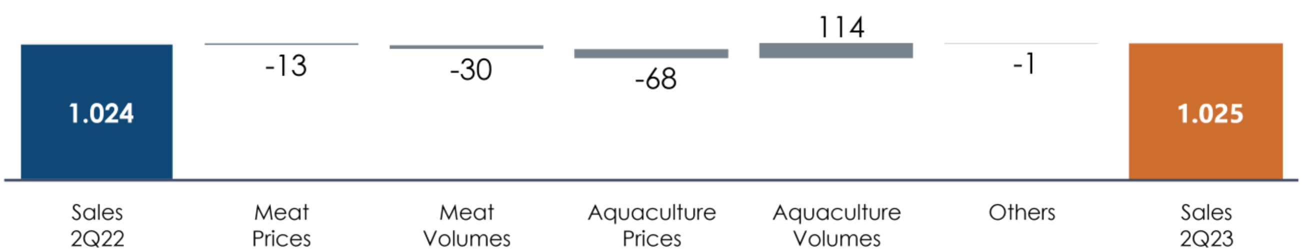
Sales[2]

Total sales during the second quarter of 2023 were USD 1,025 million, a decrease of 9.2% compared to 1Q23. This was mainly due to a decrease in average prices for both segments, and lower sales volumes in the Meat Segment.



Graphs show figures in millions of US dollars

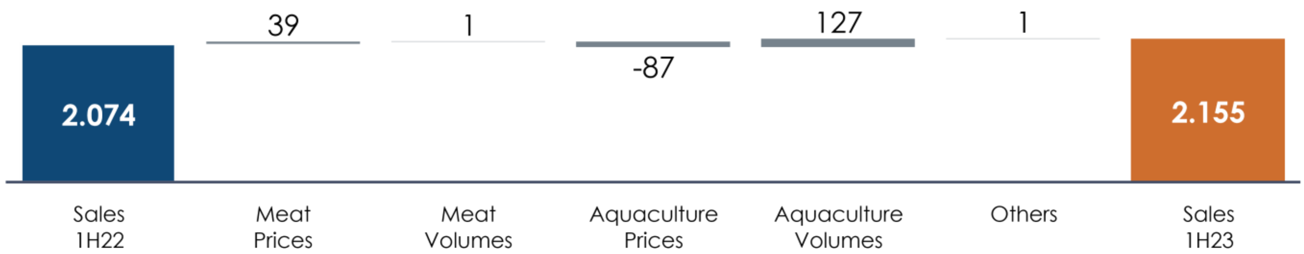
Total sales in 2Q23 were 0.2% higher than during the same period in 2022, mainly due to higher sales volumes in the Aquaculture Segment, offset by lower sales volumes in the Meat Segment and lower prices in both segments.



Graphs show figures in millions of US dollars

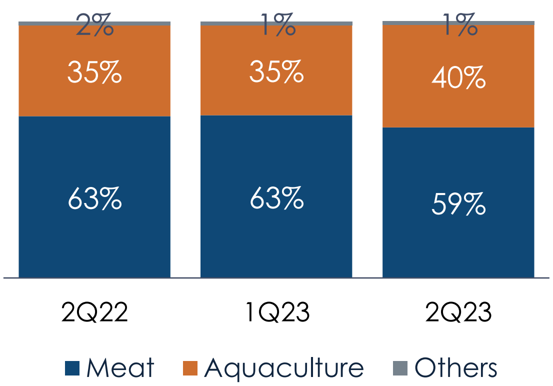
Sales for 1H23 were USD 2,155 million, an increase of 3.9% over 2022, mainly due to higher sales volumes in the Aquaculture Segment, offset by lower average prices in that segment.

[2] Others include: Net change in prices and volumes for the Other segment, which is mainly composed of vegetable sales (Frutos del Maipo)



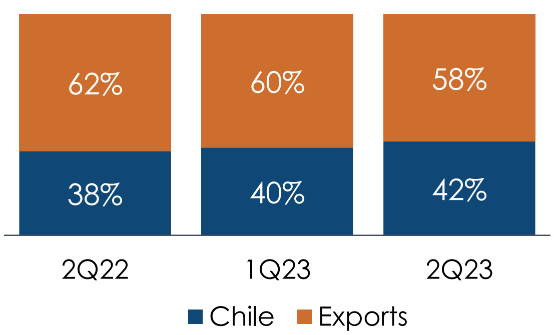
Graphs show figures in millions of US dollars

Sales by segment



The sales mix between segments during 2Q23 changed slightly with respect to previous periods, with Meat Segment sales decreasing to 59% of total sales and Aquaculture Segment sales increasing to 40%.

Sales by market



Export sales decreased to 58% of total sales during 2Q23, a reduction of 2% over the previous quarter, partially due to limitations in international shipments of chicken and turkey, due to avian influenza in Chile.

Cost of sales

Consolidated cost of sales for 2Q23 was USD 848 million, a decrease of USD 49 million or 5.4% compared to 1Q23, mainly due to lower production costs in the Meat Segment, offset by an increase in the Aquaculture Segment due to higher sales volumes.

Cost of sales for the first half of the year were USD 1,744 million, an increase of 19.1% compared to the same period in 2022, mainly due to: i) higher raw material costs for feed manufacturers; ii) higher costs for industrial consumables, and; iii) additional expenses to mitigate the effects of avian influenza in the Meat Segment of USD 12.3 million and the ISA virus in the Aquaculture Segment of USD 9.8 million.

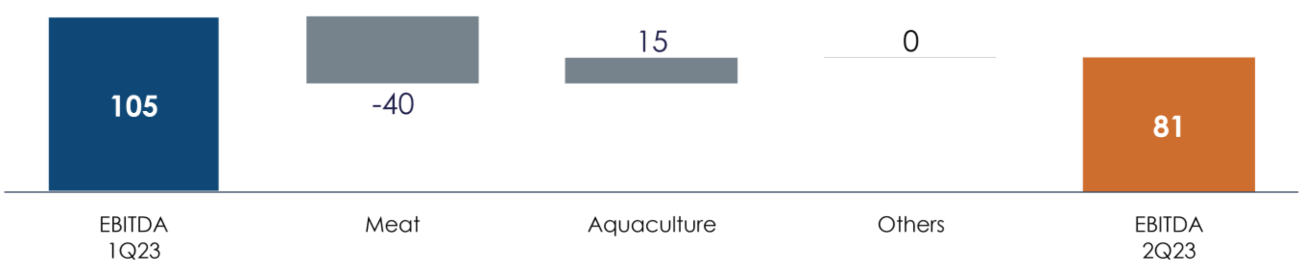
Administrative and selling expenses

Administrative and selling expenses for 2Q23 were USD 143 million, which were 15.9% lower than in 1Q23 and 2.5% lower than in 2Q22. This decrease is mainly due to lower shipping and air freight tariffs.

Expenses for1H23 were USD 314 million, an increase of 6.5% over 1H22, partially due to higher distribution costs in the Meat Segment.

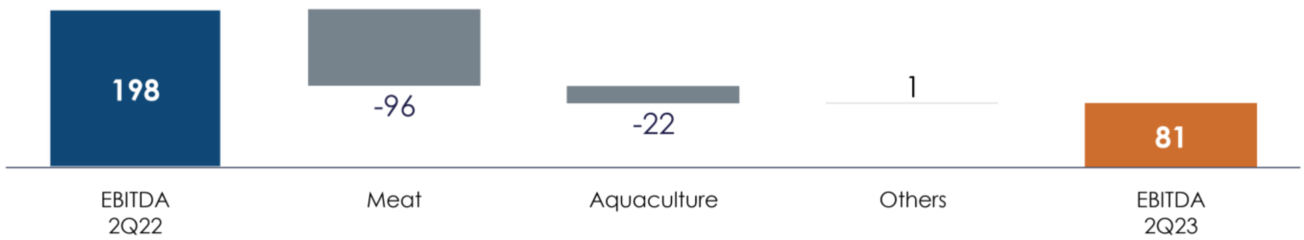
EBITDA

Consolidated EBITDA for 2Q23 before *fair value* adjustments was USD 81 million, a decrease of 23.3% from USD 105 million in 1Q23. This was due to lower earnings from the Meat Segment as a consequence of the effects of avian influenza.



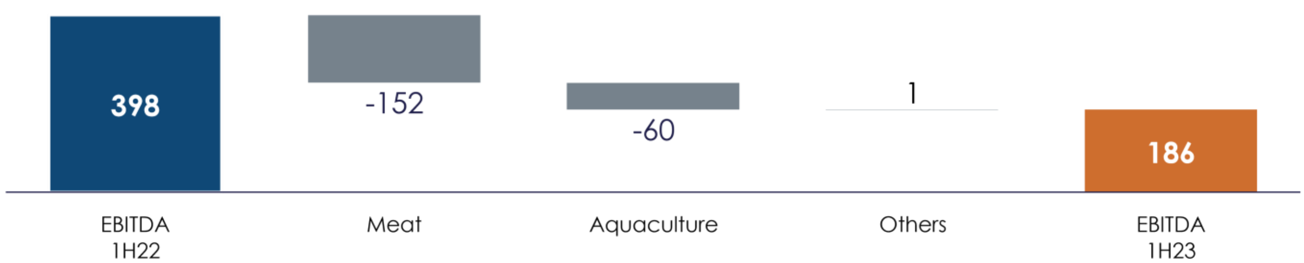
Graphs show figures in millions of US dollars

Consolidated EBITDA for 2Q23 decreased by USD 117 million or 59.2% compared to 2022, due to the effects of avian influenza on the Meat Segment, and lower earnings from the Aquaculture Segment due to a drop in international prices.



Graphs show figures in millions of US dollars

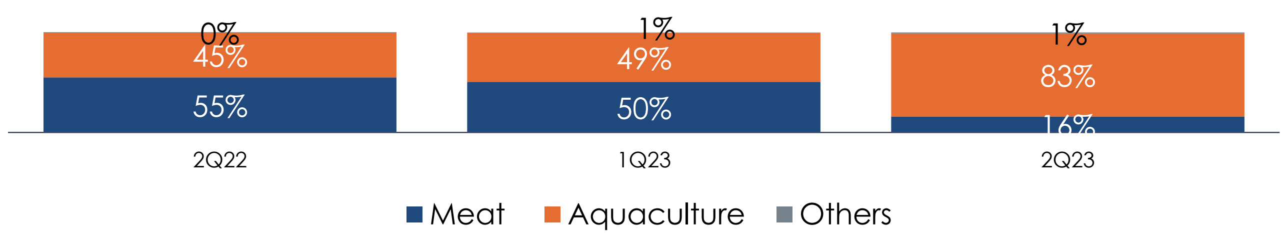
Consolidated EBITDA for 1H23 was USD 186 million, a decrease of 53.2% compared to the same period last year due to the effects of avian influenza on Meat Segment, and the ISA virus on the Aquaculture Segment in 1Q23.



Graphs show figures in millions of US dollars

EBITDA by Segment

During 2Q23, 83% of consolidated EBITDA was generated by the Aquaculture Segment and 16% by the Meat Segment, which reversed the trend for the previous period due to the reasons already described.



EBITDA Margin

Last 12 Months	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Consolidated[3]	15.7%	18.5%	18.9%	19.6%	18.8%	17.2%	16.4%	13.9%	11.1%
Meat Segment	25.3%	25.6%	22.6%	20.6%	18.1%	15.1%	13.3%	10.9%	7.5%
Aquaculture Segment[3]	-6.0%	2.9%	11.1%	17.8%	20.8%	21.8%	22.4%	19.9%	17.8%

Quarterly	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Consolidated[4]	22.4%	21.1%	15.8%	19.0%	19.4%	14.9%	12.3%	9.3%	7.9%
Meat Segment	26.9%	22.8%	15.1%	17.3%	16.9%	11.4%	8.2%	7.4%	2.1%
Aquaculture Segment[4]	12.3%	17.7%	17.3%	22.3%	24.6%	22.7%	20.0%	13.0%	16.4%

Net income[5]

Net income before *fair value* adjustments for 2Q23 was USD 7 million, a decrease of USD 21 million compared to 1Q23, mainly due to a decrease in EBITDA of USD 25 million (-USD 40 million in the Meat Segment and +USD 15 million in the Aquaculture Segment) and an increase in financial expenses of USD 2 million, due to an increase in short-term financial liabilities. This was offset by a decrease in income taxes of USD 8 million.

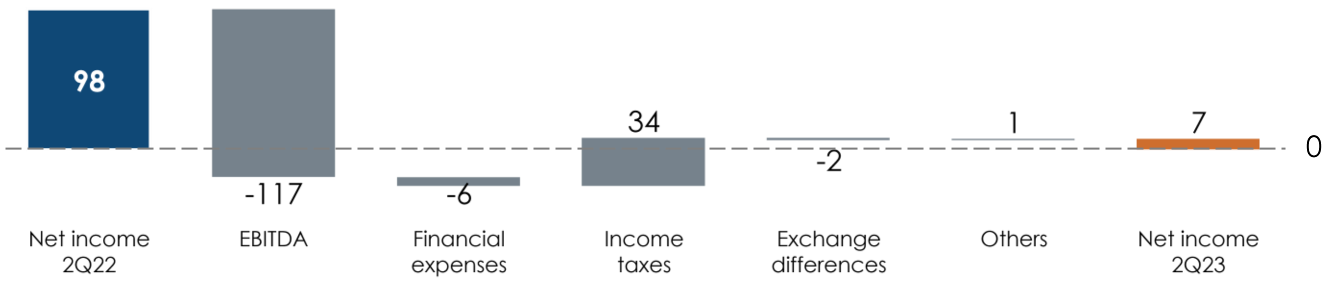
Graphs show figures in millions of US dollars

Net income before *fair value* adjustments for 2Q23 decreased by USD 91 million compared to 2Q22. This decrease was mainly due to an EBITDA decrease of USD 117 million (-USD 96 million in the Meat segment and -USD 22 million in the Aquaculture segment), partially offset by a decrease in income taxes.

[3] Before fair value adjustments

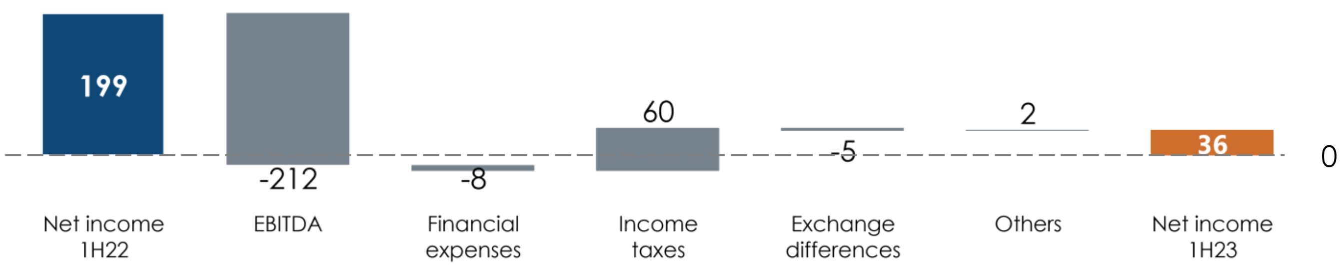
[4] Before fair value adjustments

[5] Others include: Other gains (losses), share of net income (loss) at equity method associates, and operating depreciation and amortization



Graphs show figures in millions of US dollars

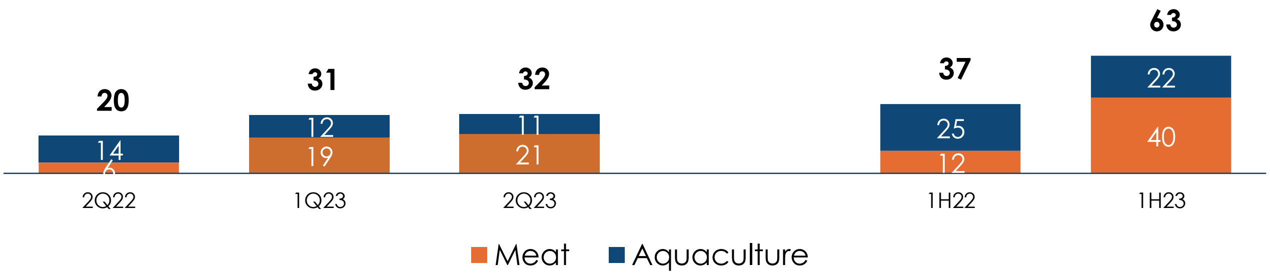
Net income before *fair value* adjustments for 1H23 was USD 36 million, a decrease of USD 163 million compared to the same period in 2022. This decrease was mainly due to an EBITDA decrease of USD 212 million (-USD 152 million in the Meat Segment and -USD 60 million in the Aquaculture Segment), together with an increase in financial expenses of USD 8 million, due to an increase in net financial debt and the average interest rate, partially offset by a decrease in income taxes of USD 60 million.



Graphs show figures in millions of US dollars

Investments in property, plant and equipment

Investments in 2Q23 were USD 32 million, a quarterly increase of USD 0.4 million and a half-year increase of USD 11 million. Investments in the Meat segment were USD 21 million, an increase of USD 2 million compared to 1Q23 and USD 15 million compared to 2Q22, mainly due to construction of the La Estrella food plant.



Financial position statement and financial ratios

Financial position

ThUSD	06/30/2023	12/31/2022
Total current assets	2,226,032	2,244,965
Total non-current assets	2,443,875	2,416,709
Total assets	**4,669,907**	**4,661,674**
Total current liabilities	927,343	697,953
Total non-current liabilities	1,451,245	1,606,347
Non-controlling interests	2,095	2,034
Total equity	2,291,319	2,357,374
Total liabilities and equity	**4,669,907**	**4,661,674**

Total assets as of June 30, 2023 increased by USD 8.2 million compared to December 31, 2022, mainly for the following reasons:

1. Decrease of USD 134.6 million in current inventories, due to lower finished product inventories in the Meat Segment.
2. Increase of USD 129.6 million in cash.
3. Decrease of USD 72.2 million in trade and other receivables.
4. Increase in other non-financial current assets of USD 31.3 million following the renewal of insurance policies on fixed assets for 2023-24.
5. Increase in current biological assets of USD 21.7 million, due to higher biomass costs in the Aquaculture Segment.
6. Increase in non-current biological assets of USD 13.1 million, due to the purchase and repositioning of breeders in the Meat Segment.
7. Increase in current tax assets of USD 11.9 million, due to higher recoverable monthly provisional tax payments.

Total liabilities as of June 30, 2023 increased by USD 74.3 million compared to December 31, 2022, mainly for the following reasons:

1. Increase in other current financial liabilities of USD 332.5 million, due to drawing down short-term bank loans, and reclassifying USD 108.6 million of long-term bank loans to short-term.
2. Decrease in related company payables of USD 81 million following the payment of dividends to parent companies.

3. Decrease in trade and other payables of USD 33.9 million.

Net financial debt

USD million	4Q22	1T23	2T23	QoQ	vs Dec-22
Current bank loans	72	415	418		
Non-current bank loans	334	250	249		
Current bonds payable	14	6	15		
Non-current bonds payable	899	929	929		
Current derivative instruments	21	15	6		
Non-current derivative instruments	-3	-55	-57		
Gross debt	**1,337**	**1,560**	**1,561**	**0.1%**	**16.8%**
Cash and cash equivalents	89	230	218	-5.1%	146.0%
Derivative contracts and margin call deposits	23	8	17	117.8%	-28.4%
Net financial debt	**1,225**	**1,322**	**1,326**	**0.3%**	**8.2%**

Main financial and operating ratios

Liquidity ratios (times)	06/30/2023	12/31/2022
Current liquidity (a)	2.4	3.2
Acid ratio (b)	0.8	0.9

Borrowing ratios (times)	06/30/2023	12/31/2022
Debt ratio (c)	1.0	1.0
Net debt ratio (d)	0.6	0.5
Net debt / EBITDA (e)	2.8	1.8
Short-term debt / total debt (f)	0.4	0.3
Long-term debt / total debt (g)	0.6	0.7
Interest coverage ratio (h)	7.0	11.8

Activity ratios (times)	06/30/2023	12/31/2022
Inventory turnover (i)	2.2	1.9
Inventory turnover (j)	5.4	4.1

(a) Current liquidity = (Total current assets) / (Total current liabilities)
(b) Acid Ratio = (Total current assets - Inventories - Current biological assets) / (Total current liabilities)
(c) Debt ratio = (Total liabilities) / (Total equity)
(d) Net debt ratio = (Other current and non-current liabilities - Cash and cash equivalents - Asset portion of current and non-current hedging derivative instruments - Margin calls) / Equity
(e) Net debt / EBITDA = (Other current and non-current liabilities - Cash and cash equivalents - Asset portion of current and non-current hedging derivative instruments) / EBITDA (last twelve months)

(f) Short-term debt / Total debt = (Total current liabilities / Total liabilities)
(g) Long-term debt / Total debt = (Total non-current liabilities / Total liabilities)
(h) Interest coverage ratio = EBITDA (last twelve months) / Interest expense (last twelve months)
(i) Inventory turnover = Cost of sales (last twelve months) / (Inventories + Current biological assets)
(j) Inventory turnover (excluding biological assets) = Cost of sales (last twelve months) / Inventories

4. RISK ANALYSIS

The factors that could negatively affect the financial performance of Agrosuper S.A. include the following:

Credit and liquidity risk

Customer credit risk is minimized by contracting credit insurance (confirmed letters of credit with Chilean banks) and selling on a cash-on-delivery basis, or when the customer pays all the purchase price in advance.

The company has a suitable liquidity policy based on long-term credit facilities and short-term financial investments. As of June 30, 2023, the current liquidity ratio is 2.4 times, while the net debt to equity ratio is 0.6 times. The short-term debt to total debt ratio is 0.4 times. The interest coverage ratio is 7.0 times, which is a sufficient cushion to meet interest payments on financial obligations.

Dividends

Agrosuper S.A.'s earnings, together with its ability to meet its obligations and pay dividends, depend mainly on the dividends it receives from its subsidiaries, related companies and equity investments. Dividend payments may be subject to restrictions and contingencies. The Company's Board of Directors have provided for dividends every quarter at the equivalent of 30% of distributable net income for the year.

Global and local economic conditions

The company is exposed to global and local economic conditions that could decrease individual purchasing power, which would impact the demand for some of its products and alter consumer preferences, as they may prefer other foods or partially substitute their protein consumption.

The company is mitigating this by significantly investing in strong brands and high quality products, which has built customer loyalty and minimizes potential variations in demand. It has also developed a broad product portfolio, in particular various "counter-cyclical" presentations of chicken, which will compensate for changes in consumer's income and preferences. Furthermore, its products are certified, or becoming certified, for export to the world's main markets. These markets contain over 4.2 billion people and represent over 85% of global GDP. Accordingly, the company is now highly flexible and can switch to alternates if any of these markets significantly change.

Cyclical trends in the protein industry

The protein industry and the company's performance follow a cyclical trend, largely driven by international *commodity* prices.

Accordingly, the company's performance is affected when these prices are volatile, especially international grain prices, as occurred in recent years with corn and other raw materials, as they represent a high percentage of operating costs.

Other significant supplies and services that suffer from significant price fluctuations are electricity, fuel and transportation. Chilean electricity prices are affected by climatic and hydrological factors, the price of fuels used to generate electricity, and fluctuations in the US dollar/Chilean peso exchange rate.

The company mitigates this risk by being committed to sustainability and continually searching for new sources of renewable energy, continually increasing its energy consumption efficiency, reducing its carbon footprint by controlling its processes and equipment, and using clean fuels.

Exchange rate fluctuations

The company adopted the US dollar as its functional and presentation currency in January 2021, since most of its operating revenue and costs are indexed to the US dollar. Its products are consumed in many countries and most of them are sold in Chile at international prices.

The remaining risk associated with exchange rate volatility is managed using hedging instruments that minimize exposure to the currencies used by the company.

Diseases

The company is exposed to the risk of infection by animal or human diseases, such as the AH1N1 virus, ISA virus, Algae blooms, SRS and IPN, African Swine Fever, COVID-19 and other diseases. The FDA and the USDA[6] have emphasized that current epidemiological and scientific information indicates that COVID-19 is not transmitted through food or its packaging material. There is a risk that infection or contamination by other Chilean industry participants could have an adverse effect on the company, which would require the temporary closure of some of its

[6] FDA: The Food and Drug Administration is the U.S. government agency responsible for regulating human and animal food, human and veterinary drugs, cosmetics, human and animal medical devices, biological products and blood derivatives. The USDA is the United States Department of Agriculture and it is responsible for developing and implementing livestock, agriculture and food policies, and for ensuring food safety.

production facilities, processing plants or distribution centers, or any export market for all Chilean industry participants.

During the second quarter of this year the company detected outbreaks of avian influenza in chicken and turkey production that were similar to the outbreaks in March. Consequently, the corresponding protocols were jointly initiated with the Agriculture and Livestock Service (SAG). These measures reinforced bio-security, in order to contain the disease and prevent infections spreading to neighboring production facilities. Furthermore, the preventive controls developed with SAG continue in these sectors.

The company is vertically integrated, which means that it can secure product traceability throughout the chain and implement the strictest sanitary controls at each stage of production. This reduces the impact of situations such as those described above and ensures the safety and quality of its products.

Changes in the public health and environmental regulatory framework

Changes in public health, environmental or concession regulations may significantly affect the operation, development and performance of one or more businesses. Therefore, the company continually implements best practices and technologies at all its facilities, to ensure that they comply with both current legislation and the strictest voluntary environmental standards.

Contamination, product recall and civil liability risk

The company is exposed to various pathogens in the environment, which can be controlled, but not completely eliminated, so may affect its products. Accordingly, strict internal quality controls have been introduced based on best production practices, to achieve quality certificates issued by international organizations.

Furthermore, the vertical integration described earlier involves controlling its processes, from manufacturing animal feed through to product distribution, which reduces the incidence of diseases, such as Listeria Monocytogenes, Salmonella and Escherichia Coli.

If defective, contaminated, altered or mislabeled products are detected, then the company may be requested to recall them from the market. A widespread recall of these products could result in significant losses, due to the associated costs, any subsequent product destruction, and loss of sales due to temporary product unavailability.

Despite such situations being mitigated by strict quality controls and insurance policies, they may still result in adverse publicity, reputational damage and lost consumer confidence, which would negatively affect the company's financial performance and the value of its brands.

Therefore, understanding consumer's opinions and providing them with appropriate solutions is very important, so the company's Customer Service and Loyalty Department has created several direct communication channels.

Similarly, the company has focused on building close relationships with its local communities to maintain the trust of its customers and consumers, and mitigate any potential damage to its reputation. This has required developing dialogs with social organizations to discover their concerns, generate trust and promote local development.

Supplier risk

Failures by any of the company's key suppliers may affect its production and have an adverse effect on its performance. Failure to deliver grain, whether due to supplier shortages, port of entry stoppages or other factors, could compromise production. The company also depends on genetics suppliers for its poultry and swine breeding stock. Therefore, any failures by this supplier could affect production and performance.

The company mitigates these risks by using 7,000 domestic and international suppliers, although it prefers local suppliers with the objective of generating shared value.

Therefore, it has introduced various mechanisms, such as the Supplier Portal, an online channel for managing contact information, invoices and payments to its suppliers. The company has also launched the Product Exchange, an initiative that provides suppliers with financing at lower interest rates than those available in the market. Both instruments facilitate direct contact with our suppliers, encourage new suppliers to participate, and comply with the relevant regulations.

Natural disasters

The company's businesses may be affected by natural disasters such as earthquakes, tsunamis or fires, which may also damage its property, plant and equipment. All these major risks are covered by insurance policies, which only exclude chicken, swine and turkey feedlots, due to their wide geographical dispersion.

Operational risk

Operational failures that affect the company's local communities or the environment and could paralyze its business and affect its performance.

The company strives to use state-of-the-art technology, standardize its processes, avoid failures and train its employees, in order to minimize this risk.

Occupational risk

The company had 17,304 employees as of June 30, 2023. Any stoppages by groups of employees could affect production and consequently performance.

However, it has many highly experienced and long-standing employees. The accumulated knowledge and expertise of these people is not easily replaceable, so the company depends on its employees in key positions to a certain extent. It mitigates the risks of strikes and employees leaving by implementing the best people management practices, including working climate management, collective bargaining, training, and providing support and compensation policies for employees' families.

Climate change

Climate change may negatively affect the company's business and supply chain. The main risks involve rainfall variations, such as droughts, floods and storms, and higher temperatures at its facilities.

These changes may affect the global supply and demand of agricultural products, such as grains, and the availability of raw materials and natural resources. They can also reduce the security and continuity of energy supplies, which can affect operating costs and animal welfare.

Similarly, critical business risks include water scarcity and key energy supplies. Such resource supply problems may reduce the company's profitability and efficiency, restrict projects and investments, and increase its costs.

Water is a fundamental resource for production, mainly during the animal breeding and industrial stages. Water shortages can directly affect the business. Therefore, the company has implemented initiatives that more efficiently use water, encourage reductions in its consumption, and encourage water recycling for internal processes and projects with local communities.

The company is also highly dependent on electricity and electricity-related expenses are among its most significant costs. An interruption or significant loss of power to any of its facilities may affect production and the delivery of products to customers. Accordingly, the company encourages rational and efficient electricity usage, and has incorporated clean and renewable sources into its matrix.

It has also integrated the potential effects of climate change into its business management and its supply chain, while recognizing the vulnerability of the natural resources and agricultural supplies that are essential to its business, and striving to more efficiently use them.

The company has implemented a plan to reduce its greenhouse gas (GHG) emissions, and has measured the carbon footprint of both segments since 2018, in order to mitigate the effects of climate change and reinforce its commitment to caring for the environment. For example, it has replaced coal-fired boilers with natural gas at its Lo Miranda feed plant, to be followed by its processing plant in the same place. It has implemented biomass boilers that convert waste from its own processes into pellets that operate these boilers. It has installed solar panels at sales branches and the first branch is now self-sufficient in clean energy, which is located within the Hijuelas municipality in Valparaiso.

Furthermore, implementing innovative initiatives has increased the use of recyclable materials and now 95% of containers and packaging are reusable, which advances the company's sustainability.