



MATRIZ  
AGROSUPER

2022

INTEGRATED REPORT  
SUMMARY



01

# ON DINNER TABLES IN CHILE AND AROUND THE WORLD



## ABOUT US

At Agrosuper, we are committed to producing delicious, healthy food of the highest quality. We want to be on dinner tables in Chile and around the world.

## PURPOSE

We nurture  
the good things in life  
every day

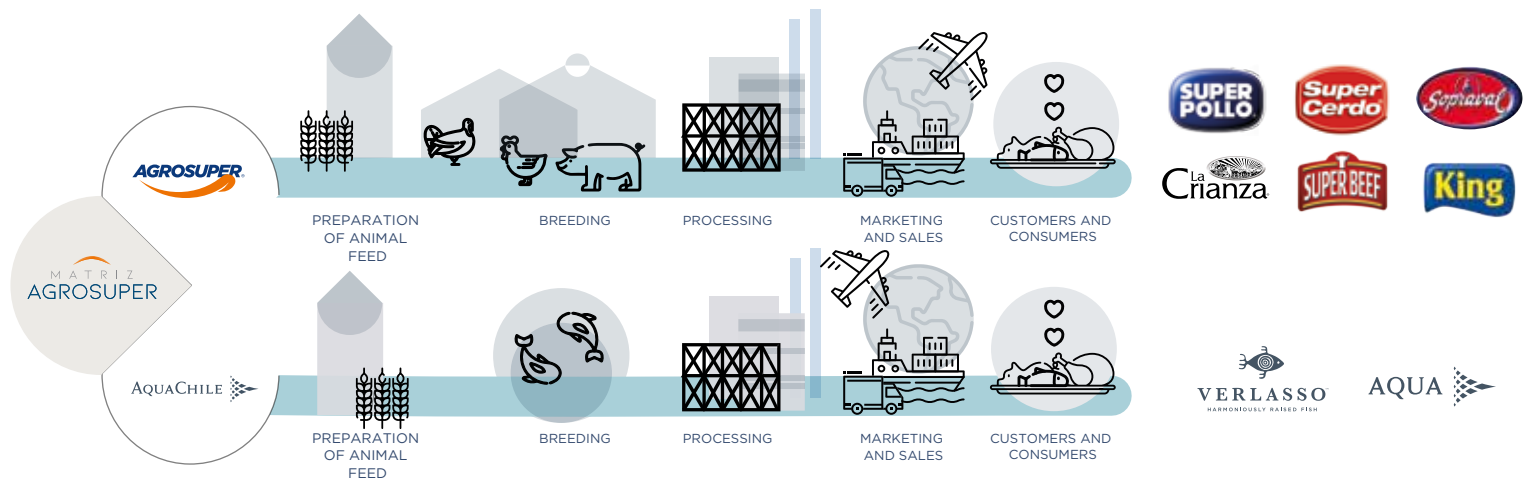




# SALES STRATEGY AND VALUE CHAIN

We have more than 65 years of experience in producing and selling chicken, pork, turkey, Atlantic and Pacific salmon and processed products.\*

Our production process is vertically integrated, starting from the manufacturing of feed for our animals and incorporating our livestock farms, process plants, distribution centers and commercial offices.



\*Processed meats and prepared foods such as hot dogs, sausages, ham, mortadella, hamburgers, nuggets, croquettes, pizzas and empanadas.

02

## BUSINESS RESULTS



ThUS\$  
**4,179,136**  
TOTAL SALES.

60.3%  
Export

Total domestic  
vs. export sales.

39.7%  
Domestic

34.4%  
Aquaculture

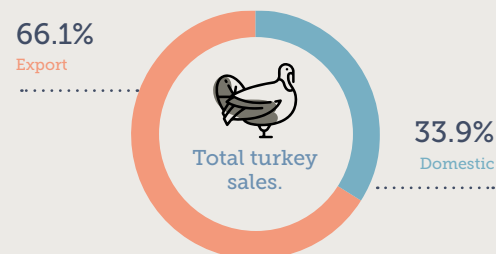
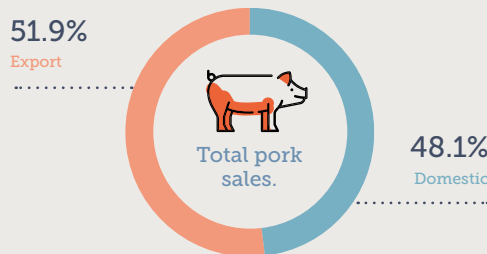
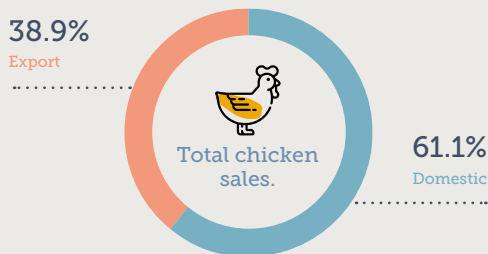
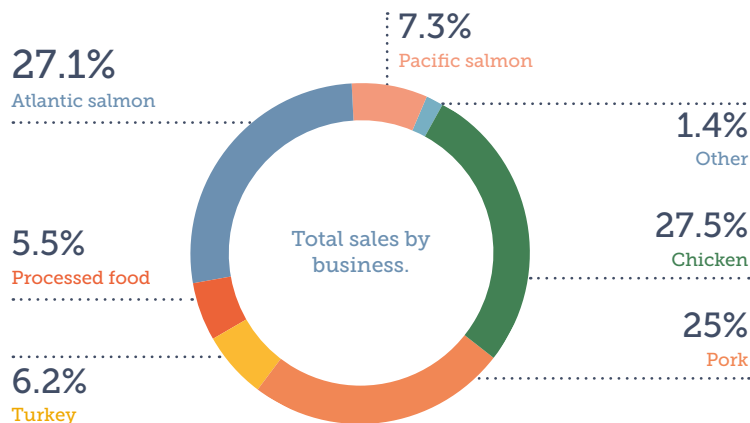
Total sales per  
segment.

1.4%  
Other

64.2%  
Meat

# SALES PER SEGMENT

2022 was a challenging year, with high inflation and a significant price increase for raw materials, a challenging scenario that we faced with efficiency and flexibility on our path to continued growth.



# 03

## OUR ESG MANAGEMENT MODEL

Our Sustainability Policy seeks to integrate the economic, social and environmental aspects of our daily work.



BASED ON  
THREE PILLARS:



### ENVIRONMENTAL DIMENSION

We have developed a **responsible production model** that focuses on reducing our carbon footprint, efficient use of natural resources and circular economy.



2

### SOCIAL DIMENSION

Our aim is to provide ongoing training and development to our **employees** and develop direct, transparent ties with our **neighboring communities**.

3

### ECONOMIC DIMENSION

We keep in continual touch with our **customers and consumers** to identify their needs, and with our **suppliers**, we incorporate people and companies that have their own sustainable production models.



# SDG CONTRIBUTION

Because our company is committed to contributing to sustainable development, we have endorsed 10 of the 17 Sustainable Development Goals (SDGs) proposed by the United Nations for 2030.



**+4**  
tons of products donated to Red de Alimentos.



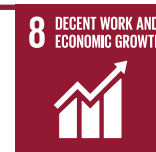
**+33%**  
more schools participated in the "Súper Sano" (Super Healthy) program in 2022 than in 2021.



**2**  
top scores in the higher education entry exam (PAES) at Los Cipreses School.



**-11.9%**  
fewer liters of water used per kg of product at our processing plants compared to 2021.



**265**  
interns in 2022.



Involvement with **80** startups in Chile and around the globe in 2022.



**+3,500**  
small-scale farms received biofertilizer.



**-11.4%**  
reduction in our Scopes 1 and 2 carbon footprint compared to the previous period.



**0**  
fish escapes since 2016.



**8**  
integrated reports published since 2015.

1

# ENVIRONMENTAL DIMENSION

## ● MAIN MILESTONES



### Opening of the first sustainable branch

With the installation of 412 solar panels with 560 WP (WP is a unit of photovoltaic power), Agrosuper's business office became the company's first sustainable branch office.

718

tCO<sub>2</sub>eq. monthly less between July and November, reaching zero consumption in December 2022.

24

truck journeys less per month.

### Switch from coal boiler

As part of our 2023 Decarbonization Plan, we brought online a new natural gas furnace at our Lo Miranda feed plant, replacing the coal-fired boiler.



1,054

tCO<sub>2</sub>eq. less per month.



### Sendero Sostenible

Through our La Crianza brand, we aim to contribute to a more environmentally friendly ecosystem by recycling plastic waste and transforming it into benches and signs for different parks in the country.



### Biofertilizer

We prepare and distribute a soil amendment made from hog manure.

The initiative has benefited 3,500 small-scale growers in Las Cabras, La Estrella and San Pedro.





## ● COMMITTED TO CLIMATE ACTION

At Agrosuper we have developed a production model that includes responsible environmental management through the incorporation of technology and continuous innovation in each of our processes.

ThUS\$  
**72,526**

ENVIRONMENTAL MANAGEMENT



**91.3%**

of our containers and packaging in the Meat Segment can be recycled.

**-11.9%**

decrease in water consumed per kg of product in industrial plants and

**-9.4%**

in feed plants, compared to 2021.  
*Meat Segment.*



**94.3%**

PERCENTAGE OF CUMULATIVE ODOR REDUCTION IN THE RAPEL BASIN 2013-2022.

*Meat Segment.*

**1,665.43** GWh

of total energy consumption.

**1,281.13** GWh

*Meat Segment.*

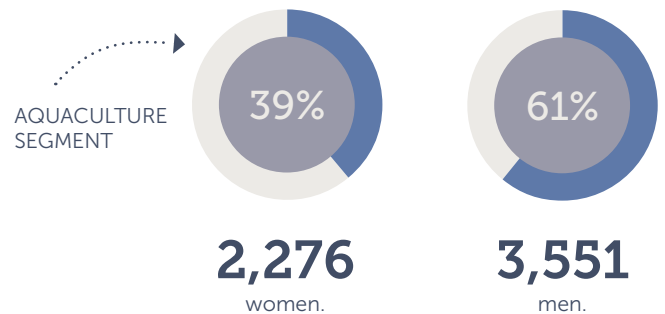
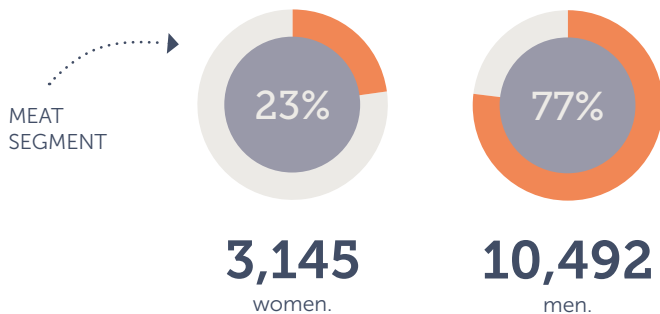
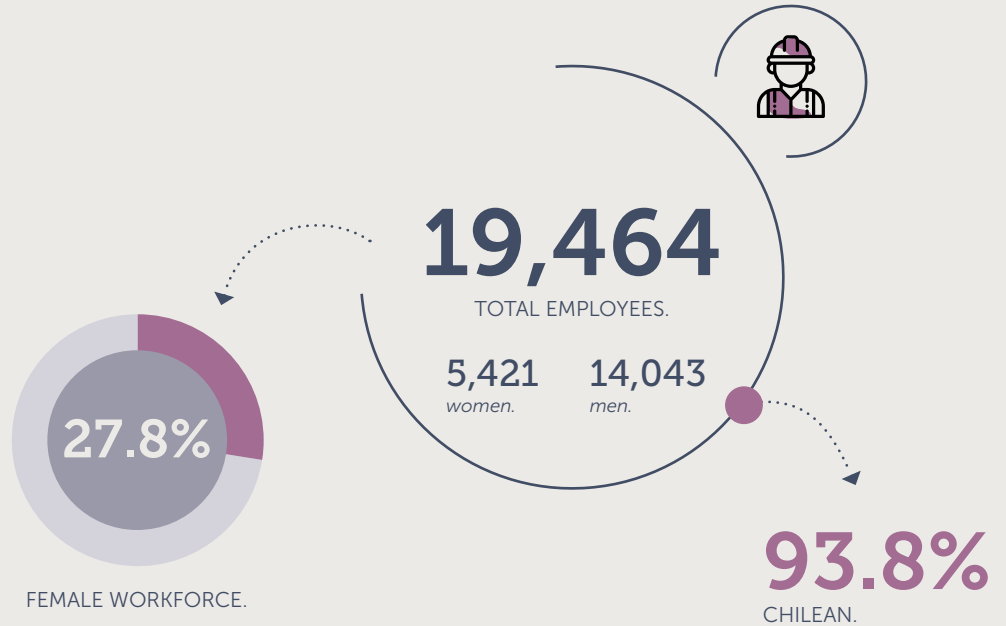
**384.30** GWh

*Aquaculture Segment.*

## 2 SOCIAL DIMENSION

### PEOPLE AT THE CORE

Our employees are essential; they are the central pillar of our company, as they embody the knowledge, passion and commitment that we need to resolve the challenges of our day-to-day business. This is why we strive to enhance their development, provide a safe work environment and build a relationship of trust and collaboration.





**14<sup>th</sup>**  
out of 120  
Global ranking.

Meat Segment  
Best Companies  
for Interns (MEPP)

This ranking identifies companies that seek to improve students' learning experience.

AVERAGE SCORE

**93.8**  
Agrosuper.

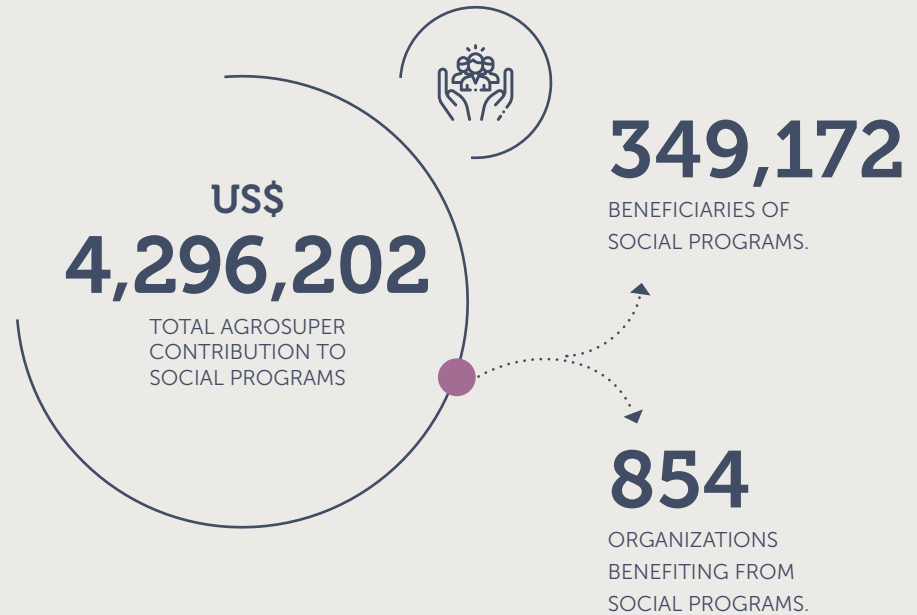
**86.5**  
Chile.

**95.5**  
Chile Top 10.

## ● COMMUNITY ENGAGEMENT

We have developed lasting ties with the communities near our production facilities, forging trusting relationships based on a transparent and direct dialogue in order to contribute to local development. We do this work through four pillars:

- Entrepreneurship
- Healthy lifestyle
- Education
- Local development



## LOCAL HIRES 2022.

**96%**

*Meat Segment.*

**12,982**  
employees\*.

**90.9%**

*Aquaculture Segment.*

**5,233**  
employees\*.

**48**

municipalities with  
Agrosuper  
operations.

**92.5%**

of municipalities with  
operations have  
programs in place.

\* Local workers are understood to be people who work in the region they reside in.







## ENTREPRENEURSHIP



# 165,308

BENEFICIARIES OF ENTREPRENEURSHIP PROMOTION PROGRAMS.

## 6

ENTREPRENEURSHIP PROMOTION PROGRAMS.

## US\$ 614,395

CONTRIBUTION TO ENTREPRENEURSHIP PROMOTION PROJECTS.

We contribute to strengthening social organizations, communities and entrepreneurs, so that they can become the driving force behind the development of their localities.

### FONDO VECINO (NEIGHBOR FUND)

We support the establishment of infrastructure, equipment and community implementation projects.

406

applications.

+143,729

people benefiting.

249

employees sponsored projects.

Success case

### CAPITAL EMPRENDEDOR (ENTREPRENEURIAL CAPITAL)

We seek to strengthen entrepreneurial skills in the areas where we operate, through training, mentoring and the provision of capital.

413

entrepreneurs trained in 2022.

US\$ 164,304

delivered in 2022.

11

municipal districts of the Valparaíso, Metropolitan and O'Higgins regions.

Success case



## HEALTHY LIFESTYLE



# 11,242

BENEFICIARIES OF HEALTHY LIFESTYLE PROJECTS.

## 106

ORGANIZATIONS  
BENEFITING FROM HEALTHY  
LIFESTYLE PROJECTS.

## US\$ 199,065

CONTRIBUTION TO HEALTHY  
LIFESTYLE PROJECTS.

We build balanced lifestyle habits in children and seniors.







## EDUCATION



# 3,739

EDUCATIONAL PROJECT BENEFICIARIES.

## 19 schools

PARTICIPANTS IN  
EDUCATIONAL PROJECTS.

## US\$ 1,944,726

CONTRIBUTION TO EDUCATIONAL  
SOCIAL PROGRAMS.

We are committed to supporting children and adolescents in their education and scholarly development.

### LOS CIPRESES SCHOOL

In 2002, the Agrosuper Foundation founded this establishment in the town of Lo Miranda in the municipal district of Doñihue, to provide excellent education free of charge to more than 1,000 students.

1,017

students benefiting.

2

top scores in the higher education access test (PAES) 2022.

95%

of graduates have a degree, are studying for a degree, or are in a pre-university program.

Success case

### FÚTBOL MÁS (MORE SOCCER)

This initiative, developed in conjunction with Fundación Fútbol Más, aims to enhance the development and improve the mental health of children and young people through physical activity and sports.

778

hours of physical activity.

963

children benefiting.

242

teachers and education assistants benefiting.

10

schools.

8

associated municipal districts.

Success case





## LOCAL DEVELOPMENT



# 45,721

BENEFICIARIES OF LOCAL DEVELOPMENT PROGRAMS.

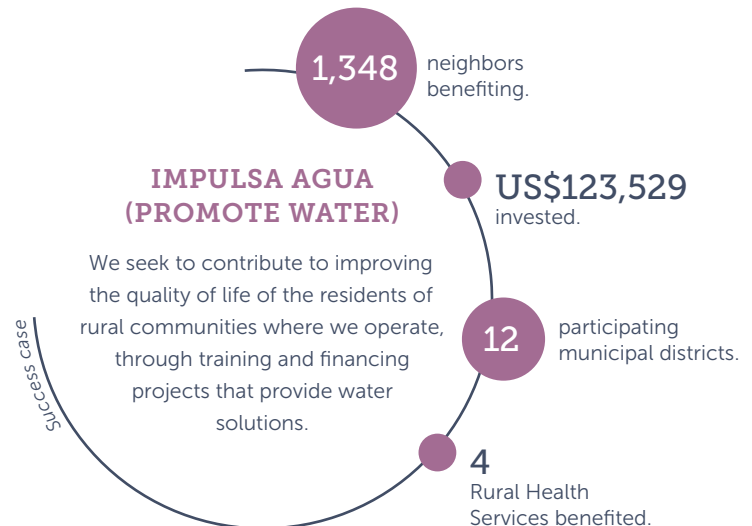
## 10

LOCAL DEVELOPMENT PROGRAMS.

## US\$ 778,139

CONTRIBUTION TO LOCAL DEVELOPMENT PROJECTS.

We seek to contribute to the progress and growth of neighboring communities through initiatives that promote social, economic, cultural and environmental development.





## • OPERATIONAL EXCELLENCE

We focus on strengthening competencies and moving towards the use of international standards to continue meeting the needs of our customers and consumers in Chile and around the world.

## FOOD QUALITY AND SAFETY

We ensure the quality of our processes, products and services, exceeding the expectations of our customers and consumers, to strengthen trust and contribute to the sustainability of the business.

**We base our work on five pillars:**



Products



Customers and  
Consumers



Sustainability



Processes, continuous  
improvement and innovation



Culture

## ● SUPPLIER RELATIONS

At Agrosuper, we strive to find local suppliers and contribute to their development. To this end, we have reduced the entry barriers in the bidding processes, with the challenge of maintaining quality and competitiveness.



**9,890**

TOTAL SUPPLIERS.

**6,835** **3,055**  
Meat Segment. Aquaculture Segment.

**8,317**  
domestic suppliers.

**1,573**  
international suppliers.



TOTAL  
PAYMENTS TO SUPPLIERS

**MUS\$ 2,386**

Meat Segment.

**MUS\$ 1,285**

Aquaculture Segment.

AVERAGE ACTUAL DAYS UNTIL  
PAYMENT TO SUPPLIERS

**30.1**

Meat Segment.

**36.0**

Aquaculture Segment.

**5**

agreements recorded in the Register of Agreements with Exceptional Payment Periods kept by the Ministry of Economy.  
Meat Segment.

# 04

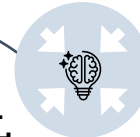
## DRIVING INNOVATION IN OUR INDUSTRY



# INNOVATION AND DIGITAL TRANSFORMATION

At Agrosuper, innovation is fundamental to solving the challenges we face as an industry.

This is why we have two models: an Open Innovation model and an Internal Innovation model, where we seek to identify opportunities for improvement in the different stages of our value chain.



### INTERNAL INNOVATION

Its goal is to identify opportunities for improvement and implement projects proposed by our employees.



### OPEN INNOVATION

It allows us to interact with the national and international entrepreneurial ecosystem to incorporate technological solutions into our processes.



**MUS\$ 49.5**  
impact on EBITDA.

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**MUS\$ 7**  
impact on EBITDA  
Corporate Venturing.

**MUS\$ 17.2**  
impacto en EBITDA  
Digital Transformation.



**US\$ 968,000**  
invested  
in innovation projects  
(prototypes and pilots).

**+4,000,000**  
Views on Balanced Diet  
and Nutrition projects.

**MUS\$ 1.3**  
total invoicing to startups.

**US\$ 250,000**  
public funding (CORFO) for  
applied research.

**+50** projects  
piloted  
in 2022.

**+10** partnerships with  
universities and  
research centers  
in Chile.

05

## ANIMAL HEALTH AND WELFARE



## ANIMAL WELFARE

At Agrosuper we are convinced that healthy production only exists when there is a responsible attitude towards animals. For this reason, we watch over their health, safety and care at all times.

### GUARANTEED FREEDOMS FOR OUR ANIMALS

We comply with the five freedoms proposed by the World Organization for Animal Health (WOAH).

FREEDOM FROM  
HUNGER AND  
THIRST.

FREEDOM FROM  
DISCOMFORT.

FREEDOM FROM  
PAIN OR DISEASE.

FREEDOM TO  
EXPRESS NORMAL  
PATTERNS OF  
BEHAVIOR.

FREEDOM FROM  
FEAR.



We do not use hormones or antibiotics as growth promoters.



## ANIMAL WELFARE POLICY

### Meat Segment

Thanks to the health management we undertake —which includes developing and implementing various biosecurity, surveillance, contingency, prevention, and control plans— we generate safe and traceable results, as required by our Animal Welfare Policy.

## BIOSECURITY

We have strict Biosecurity protocols, which allow us to prevent and minimize exposure to these diseases. Along these lines, we work in direct coordination with the Chilean Agriculture and Livestock Service (SAG) and have internal surveillance programs, which include permanent monitoring of the sanitary status and daily review of our production parameters.

MATRIZ  
AGROSUPER

