



## CAMPOSOL



## Second Quarter and First Half Year 2018 Report



## Second Quarter and First Half 2018 Highlights<sup>1</sup>

- For the first six months ended June 30<sup>th</sup>, 2018, Total EBITDA amounted to USD 34.1 million, down 2.5% compared to the same period 2017. EBITDA margin from continued operations was 24.3% compared to 27.9% in the same period last year.
- LTM EBITDA as of June 30<sup>th</sup>, 2018 amounted to USD 123.6 million which is in line with the 2017 EBITDA.
- For the first six months ended June 30<sup>th</sup>, 2018, Sales from continuing operations amounted to USD 140.1 million, up 8.9% compared to the same period last year, mainly due to higher volume sold and prices of blueberry, offset by lower volume sold and prices of avocado.
- As of June 30<sup>th</sup>, 2018, the company maintained a cash balance of USD 28.2 million.
- Net leverage was 1.6x in 2Q-2018.
- Camposol continues the internationalization of its agricultural operations by acquiring land and plantations in Uruguay, to expand the tangerine business.
- Camposol launched and terminated a Tender Offer and Consent Solicitation for Any and All of its outstanding 10.50% Senior Secured Notes due 2021 on April 2018.

---

<sup>1</sup> This figures do not include discontinued operations



## Key Figures for Camposol Holding Plc and Subsidiaries ("CAMPOSOL" or the "Company")

|  | For the period ended June 30th, |                | For the year ended December 31st, |
|--|---------------------------------|----------------|-----------------------------------|
| <i>USD thousands (if not otherwise stated)</i> | <b>2018*</b>                    | <b>2017*</b>   | <b>2017**</b>                     |
| Volume sold (MT 000)                           | <b>40.0</b>                     | <b>42.4</b>    | <b>93.3</b>                       |
| Sales  |                                 |                |                                   |
| Avocado  | 21,946                          | 42,745         | 122,042                           |
| Blueberry                                      | 45,245                          | 20,713         | 121,064                           |
| Shrimp   | 41,207                          | 39,808         | 82,595                            |
| Other continued operations                     | 31,679                          | 25,324         | 42,739                            |
|  | <b>140,076</b>                  | <b>128,591</b> | <b>368,440</b>                    |
| Gross profit                                   |                                 |                |                                   |
| Avocado  | 13,182                          | 24,967         | 70,111                            |
| Blueberry                                      | 17,861                          | 7,265          | 57,801                            |
| Shrimp   | 3,369                           | 5,777          | 12,071                            |
| Other continued operations                     | 6,787                           | 2,205          | (361)                             |
|  | <b>41,198</b>                   | <b>40,214</b>  | <b>139,622</b>                    |
| Operating profit ***                           | 12,360                          | 20,231         | 107,972                           |
| Loss / Profit before income tax ***            | 2,592                           | 10,486         | 87,199                            |
| Income tax                                     | (551)                           | (2,610)        | (12,087)                          |
| Loss / Profit from discontinued operations     | -                               | (999)          | (915)                             |
| <b>Loss / Profit for the period</b>            | <b>2,041</b>                    | <b>6,877</b>   | <b>74,197</b>                     |
| <b>EBITDA</b>                                  |                                 |                |                                   |
| From continued operations                      | 34,064                          | 35,926         | 125,450                           |
| From discontinued operations                   | -                               | (999)          | (999)                             |
| <b>EBITDA TOTAL ****</b>                       | <b>34,064</b>                   | <b>34,927</b>  | <b>124,451</b>                    |
| Gross Margin ***                               | <b>29.4%</b>                    | <b>31.3%</b>   | <b>37.9%</b>                      |
| EBITDA b.f.v.a. Margin ***                     | <b>24.3%</b>                    | <b>27.9%</b>   | <b>34.0%</b>                      |

All figures according to IFRS

\* Non-audited

\*\* Audited

\*\*\* From continued operations

\*\*\*\* Please refer to Note 13 – Use of Non-GAAP measures for the reconciliation of EBITDA to Total Profit before Income Tax.



## Financial Review for the Second Quarter of Year 2018

*The figures below describe developments through June, with figures for the corresponding periods of 2017 in parenthesis. These figures do not include discontinued operations<sup>2</sup>*

### Results

Revenues were USD 140.1 million (128.6), up 8.9% from the same period last year, principally due to higher volumes and prices in blueberry net off lower volume in avocado.

Gross profit was USD 41.2 million (40.2) and the gross margin was 29.4% (31.3%). EBITDA amounted to USD 34.1 million (35.9) and the EBITDA margin was 24.3% (27.9%).

Financial costs amounted to USD 10.0 million (10.6). Profit for the period was USD 2.0 million (6.9).

### Balance Sheet and Cash Flow

Non-current assets increased to USD 421.7 million compared to USD 387.5 million at the end of 2017, due to an increase in property, plant and equipment mainly driven by the investments on new equipment on the fruits packing facility.

Inventories increased to USD 53.3 million compared to USD 37.3 million at the end of 2017, mainly due to higher raw material inventory and packing implements.

Trade accounts receivable decreased to USD 27.8 million from USD 49.1 million at the end of 2017, mainly due to a delay on the avocado campaign.

Trade accounts payables increased to USD 60.5 million from USD 39.4 million at the end of 2017.

As a result, operating working capital (accounts receivable + inventories - accounts payable) decreased to USD 20.6 million from USD 47.0 million at the end of 2017. Operating working capital was 5.4% of LTM 2Q-2018 sales compared to 12.8% at the end of 2017.

Total liabilities increased to USD 358.5 million from USD 300.4 million at the end of 2017. The Company's debt, grossed up of capitalized fees, increased to USD 235.5 million compared to USD 185.6 million at the end of 2017, mainly explained by a higher use of working capital credit lines and new leases. The Company's debt includes USD 147.5 million of senior secured notes due 2021 (147.5), USD 7.9 million in a mid-term debt facility (10.3), USD 63.4 million of working capital credit lines (19.3) and USD 9.6 million in leasing and other (1.4).

At the end of the second quarter of 2018, the Company generated USD 25.4 million of cash from operations (generated USD 12.7 million in 2Q-2017), made a net disbursement for investment of USD 79.7 million (made a net disbursement USD 16.0 million in 2Q-2017) in different crops such as blueberry, tangerine and grape, the conversion of semi-intensive ponds to intensive ponds and the investments in property, plant and equipment on the fruits packing facility, and in financing activities. The Company had a net cash inflow of USD 48.2 million (used a net cash of USD 54.0 million in 2Q-2017), resulting in a net decrease of USD 6.1 million (net decrease of USD 57.3 in 2Q-2017).

---

<sup>2</sup> Discontinued operations refers to products that had been discontinued, such as asparagus and artichokes, and that are registered below the operating line.



## Segment Reporting for the Second Quarter 2018

### Second Quarter 2018 Results

Six months ended June 30<sup>th</sup>, 2018

| USD (000)                 | Avocado      | Blueberry    | Seafood*    | Other**      | Total        |
|---------------------------|--------------|--------------|-------------|--------------|--------------|
| Revenues                  | 21,946       | 45,245       | 41,207      | 31,679       | 140,076      |
| Cost of goods sold        | (6,390)      | (24,857)     | (36,161)    | (20,923)     | (88,331)     |
| Costs associated to sales | (2,374)      | (2,527)      | (1,677)     | (3,969)      | (10,547)     |
| Gross profit              | 13,182       | 17,861       | 3,369       | 6,787        | 41,198       |
| <b>Gross margin %</b>     | <b>60.1%</b> | <b>39.5%</b> | <b>8.2%</b> | <b>21.4%</b> | <b>29.4%</b> |
| <i>Net million tons</i>   |              |              |             |              |              |
| <b>Volume produced</b>    | 21,151       | 2,943        | 5,959       | 17,017       | 47,070       |
| <b>Volumes sold</b>       | 9,266        | 5,879        | 5,877       | 18,992       | 40,014       |
| <i>USD/kg</i>             |              |              |             |              |              |
| <b>Weighted avg price</b> | 2.37         | 7.70         | 7.01        | 1.67         | 3.50         |

### Second Quarter 2017 Results

Six months ended June 30<sup>th</sup>, 2017

| USD (000)                 | Avocado      | Blueberry    | Seafood*     | Other**     | Total        |
|---------------------------|--------------|--------------|--------------|-------------|--------------|
| Revenues                  | 42,745       | 20,713       | 39,808       | 25,324      | 128,591      |
| Cost of goods sold        | (13,890)     | (11,943)     | (33,009)     | (20,073)    | (78,914)     |
| Costs associated to sales | (3,888)      | (1,506)      | (1,022)      | (3,046)     | (9,463)      |
| Gross profit              | 24,967       | 7,265        | 5,777        | 2,205       | 40,214       |
| <b>Gross margin %</b>     | <b>58.4%</b> | <b>35.1%</b> | <b>14.5%</b> | <b>8.7%</b> | <b>31.3%</b> |
| <i>Net million tons</i>   |              |              |              |             |              |
| <b>Volume produced</b>    | 24,793       | 776          | 5,691        | 14,419      | 45,679       |
| <b>Volumes sold</b>       | 15,420       | 3,415        | 5,723        | 17,846      | 42,405       |
| <i>USD/kg</i>             |              |              |              |             |              |
| <b>Weighted avg price</b> | 2.77         | 6.06         | 6.96         | 1.42        | 3.03         |

\*Includes shrimp and other seafood products

\*\* Includes mangoes, grapes and tangerines

### Blueberries

CAMPOSOL sold 5,879 (3,415) net MTs of fresh blueberries during the first six months of 2018, at an average price of USD 7.70 (6.06) per net KG and at average cost of USD 4.66 (3.94) per net KG. This represents an increase of 72.1% in volume sold, an

increase of 26.9% in price and an increase of 18.3% in cost. Increase in volume principally explained by more hectares entering in medium or high yield phase compared to 2Q-2017.



During the first six months of 2018, total gross margin for blueberries was 39.5%, up 4.4 pp (percentage points) compared to the same period last year.

### **Avocados**

CAMPOSOL sold 9,266 (15,420) net MTs of avocados during the first six months of 2018, at an average price of USD 2.37 (2.77) per net KG representing a decrease of 39.9% in volume sold and a decrease of 14.64% in price compared to the same period last year, this volume decreases mainly explained by a delay on the harvesting season.

During the first six months of 2018, total gross margin for avocados was 60.1%, up

1.7 pp (percentage points) compared to the same period last year.

### **Seafood**

CAMPOSOL sold 5,877 (5,723) net MTs of shrimp and other seafood products during the first six months of 2018, at an average price of USD 7.01 (6.96) per net KG. This represents an increase of 2.7% in volume sold and an increase of 0.8% in price compared to the same period last year.

During the first six months of 2018, total gross margin for seafood was 8.2%, down 6.3 pp (percentage points) compared to the same period last year.

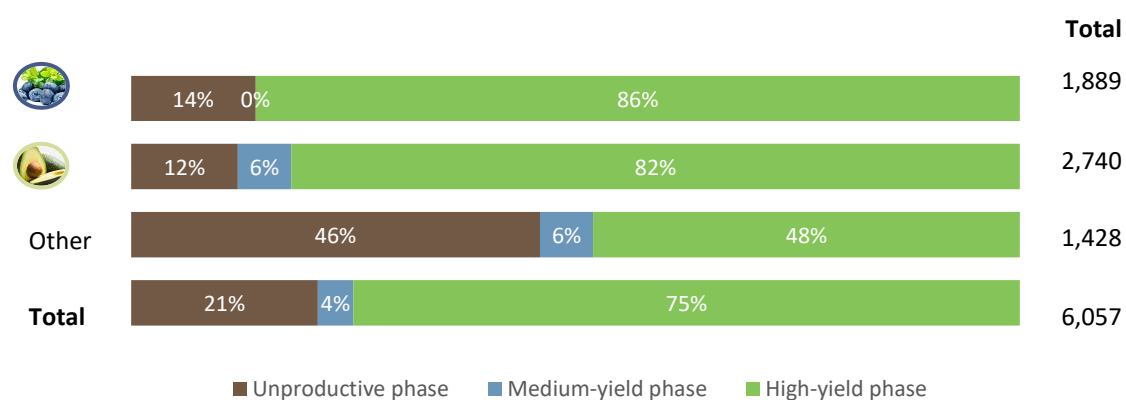


## Investment Program

During the first six months of 2018, the Company made investment commitments amounting to USD 87.5 million, and had net disbursements of USD 69.3, out of which USD 26.7 million were invested in blueberries, USD 22.7 million were invested in tangerine in Uruguay and Peru, USD 8.5 million were invested in avocados in Colombia and Peru, USD 7.2 million were invested on the conversion of intensive shrimp ponds, USD 3.7 million in grape and USD 0.5 million in mango, among other.

### Age of Fields / Net Has Planted by product

As of June 30<sup>th</sup>, 2018



### Marinasol

| Semi-intensive Ponds<br>(Ha) | Intensive Ponds<br>(Ha) | Total<br>(Ha) |
|------------------------------|-------------------------|---------------|
| 1,155                        | 122                     | 1,277         |



## Important events during 2018

### **Camposol launched and terminated a Tender Offer and Consent Solicitation for Any and All of its outstanding 10.50% Senior Secured Notes due 2021.**

On January 30<sup>th</sup>, 2018 Camposol announced a Tender Offer and Consent Solicitation for Any and All of Camposol's outstanding 10.50% Senior Secured Notes due 2021. The Tender Offer and Consent Solicitation were subject to the conditions set forth in the Offer to Purchase and Consent Solicitation Statement, within which a Financing Condition was defined, which included the pricing of a New Offering on terms satisfactory to Camposol. On February 12<sup>th</sup>, 2018 the Tender Offer and Consent Solicitation were terminated because the New Offering has been postponed due to volatile market conditions.

### **Camposol continues the internationalization of its agricultural operations.**

Camposol's vision is to become the preferred global supplier of healthy, fresh and convenient food. In order to achieve this vision, Camposol will expand its existing agricultural operations in and outside of Perú. This will allow the company to extend its presence in the markets to other commercial windows. For this reason, during the first quarter of 2018, Camposol acquired land and plantations in Uruguay for tangerine planting.

### **Camposol launched and terminated a Tender Offer for Any and All of its outstanding 10.50% Senior Secured Notes due 2021.**

On April 27<sup>th</sup>, 2018 Camposol announced a Tender Offer for Any and All of Camposol's outstanding 10.50% Senior Secured Notes due 2021. The Tender Offer was subject to the conditions set forth in the Offer to Purchase, within which a Financing Condition was defined, which included the pricing of a New Offering on terms satisfactory to Camposol. On May 14<sup>th</sup>, 2018 the Tender Offer was terminated because the New Offering has been postponed.

## Market

The long-term growth prospects for exotic fruits and vegetables markets remain favorable. Avocados, blueberries, and tangerines per capita consumption in the US<sup>3</sup> continue to show solid growth.

The Company expects good demand for all fresh produce in general, and for avocados and blueberries specifically in the United States, Europe and China.

The Company expects to continue its diversification strategy by mainly increasing the production capacity of blueberries, avocados and shrimp.

## Outlook

The Company is currently focused on adding value to its clients through commercial, marketing and service initiatives to strengthened is value proposition.

---

<sup>3</sup> USDA Consumption data





Additionally, CAMPOSOL is analyzing new opportunities to consolidate its leadership through additional planting of current products, strategic alliances and acquisitions.

CAMPOSOL will continue positioning itself in the fresh and frozen segments in which it has made significant investments in recent years, and thus seek to maximize opportunities for growth and consolidate its business.

## **Subsequent events**

### **Camposol obtained a mid-term facility from a local bank for up to USD 40 million.**

On July 20<sup>th</sup>, 2018, CAMPOSOL obtained the mid-term facility offered by a local bank for up to USD 40 million. This mid-term facility is a 5-year loan with an annual interest rate of 6.3%.

The Board of Directors,  
Camposol Holding Plc  
Limassol, Cyprus



## Financial Tables

### CAMPOSOL HOLDING LTD AND SUBSIDIARIES

#### CONSOLIDATED STATEMENT OF FINANCIAL POSITION USD (000) AS OF JUNE 30th, 2018

|  |              | For the period ended |                |
|--|--------------|----------------------|----------------|
|  |              | 30.06.18*            | 31.12.17**     |
| <b>Assets</b>  | <b>Notes</b> |                      |                |
| <b>Non-current assets</b>  |              |                      |                |
| Property, plant and equipment, net                                     | 7            | 407,497              | 376,366        |
| Investments in associated companies                                    |              | 2,587                | 2,054          |
| Intangibles  | 10           | 6,255                | 4,907          |
| Deferred income tax  |              | 1,586                | 420            |
| Other assets   |              | 3,780                | 3,780          |
|  |              | <u>421,705</u>       | <u>387,527</u> |
| <b>Current assets</b>  |              |                      |                |
| Prepaid expenses   |              | 2,944                | 806            |
| Current portion of biological assets                                   |              | 104,319              | 94,113         |
| Inventories  | 9            | 53,298               | 37,340         |
| Other accounts receivable  | 8            | 32,156               | 10,411         |
| Trade accounts receivable  |              | 27,819               | 49,123         |
| Cash subject to restriction  |              | 0                    | 1,285          |
| Cash and cash equivalents  |              | 28,175               | 34,271         |
|  |              | <u>248,711</u>       | <u>227,349</u> |
| <b>Total assets</b>  |              | <u>670,416</u>       | <u>614,876</u> |
| <b>Equity and liabilities</b>  |              |                      |                |
| <b>Capital and reserve attributable to shareholders of the Company</b> |              |                      |                |
| Share capital  |              | 388                  | 388            |
| Share premium  |              | 217,312              | 217,312        |
| Other reserves   |              | 825                  | 825            |
| Retained earnings  |              | 93,249               | 88,636         |
|  |              | <u>311,774</u>       | <u>307,161</u> |
| <b>Minority interests</b>  |              | <u>165</u>           | <u>7,285</u>   |
| <b>Total equity</b>  |              | <u>311,939</u>       | <u>314,446</u> |
| <b>Non-current liabilities</b>   |              |                      |                |
| Long-term debt   |              | 155,970              | 149,934        |
| Deferred income tax  |              | 46,035               | 45,985         |
| Other payables   |              | 8,727                | 8,574          |
|  |              | <u>210,732</u>       | <u>204,493</u> |
| <b>Current liabilities</b>   |              |                      |                |
| Current portion of long-term debt                                      |              | 12,677               | 12,407         |
| Trade payables   |              | 60,480               | 39,397         |
| Other payables   |              | 11,187               | 24,869         |
| Bank loans   |              | 63,401               | 19,264         |
|  |              | <u>147,745</u>       | <u>95,937</u>  |
| <b>Total liabilities</b>   |              | <u>358,477</u>       | <u>300,430</u> |
| <b>Total equity and liabilities</b>                                    |              | <u>670,416</u>       | <u>614,876</u> |

\* Non-audited

\*\* Audited



**CAMPOSOL HOLDING LTD AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF FINANCIAL POSITION USD (000)**  
**FOR THE PERIOD ENDED JUNE 30th, 2018**

|  |       | For the period ended |               | For the year ended |
|--|-------|----------------------|---------------|--------------------|
|  | Notes | 30.06.18*            | 30.06.17*     | 31.12.17*          |
| <b>CONTINUED OPERATIONS</b>                                    |       |                      |               |                    |
| Revenue  |       | 140,076              | 128,591       | 368,440            |
| Cost of sales  |       | (98,878)             | (88,377)      | (228,818)          |
| <b>Gross profit</b>  |       | <b>41,198</b>        | <b>40,214</b> | <b>139,622</b>     |
| Depreciation of assumed cost of bearer plants                  |       | (5,505)              | (7,358)       | (11,239)           |
| Write off assumed cost of bearer plants                        |       | (428)                | (245)         | (5,641)            |
| Impairment of assets   |       | -                    | -             | -                  |
| Net adjustment from change in fair value of biological assets  |       | (5,182)              | 3,014         | 27,797             |
| <b>Profit after adjustment from biological assets</b>          |       | <b>30,083</b>        | <b>35,625</b> | <b>150,539</b>     |
| Administrative expenses  | 4     | (12,400)             | (11,235)      | (32,828)           |
| Selling expenses   | 5     | (4,542)              | (3,877)       | (8,130)            |
| Other expenses   | 6     | (2,039)              | (668)         | (2,786)            |
| Other income   |       | 1,258                | 386           | 1,177              |
| <b>Operating profit</b>  |       | <b>12,360</b>        | <b>20,231</b> | <b>107,972</b>     |
| Share of gain (loss) of associated companies                   |       | 533                  | (296)         | (390)              |
| Finance income   |       | 47                   | 353           | 110                |
| Finance costs  |       | (9,970)              | (10,564)      | (20,208)           |
| Currency translation differences                               |       | (378)                | 762           | (285)              |
| <b>Profit (loss) before income tax</b>                         |       | <b>2,592</b>         | <b>10,486</b> | <b>87,199</b>      |
| Income tax   |       | (1,667)              | (1,070)       | (10,068)           |
| Deferred income tax  |       | 1,116                | (1,540)       | (2,019)            |
| <b>Profit (loss) for the period from continuing operations</b> |       | <b>2,041</b>         | <b>7,876</b>  | <b>75,112</b>      |
| <b>DISCONTINUED OPERATIONS</b>                                 |       | <b>-</b>             | <b>(999)</b>  | <b>(915)</b>       |
| <b>Profit for the period</b>                                   |       | <b>2,041</b>         | <b>6,877</b>  | <b>74,197</b>      |
| EBITDA from continued operations                               |       | 34,064               | 35,926        | 125,450            |
| EBITDA from discontinued operations                            |       | -                    | (999)         | (999)              |
| <b>EBITDA before fair value adjustment</b>                     |       | <b>34,064</b>        | <b>34,927</b> | <b>124,451</b>     |

\* Non-audited.

\*\* Audited



**CAMPOSOL HOLDING LTD AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF CHANGE IN EQUITY**  
**AS OF JUNE 30th, 2018**

|                                 | Share<br>capital | Share<br>premium | Other<br>reserves | Retained<br>earnings | Equity<br>attributable to<br>shareholders of<br>the parent | Non-<br>controlling<br>interests | Total<br>equity |    |
|---------------------------------|------------------|------------------|-------------------|----------------------|--|----------------------------------|-----------------|----|
|                                 | USD 000          | USD 000          | USD 000           | USD 000              | USD 000  | USD 000                          | USD 000         |    |
| Balance as of 1 January 2018    | 388              | 217,312          | 825               | 88,636               | 307,161  | 7,285                            | 314,446         | ** |
| CTA                             | -                | -                | -                 | (34)                 | (34)   | -                                | (34)            |    |
| Net result                      | -                | -                | -                 | 2,041                | 2,041  | -                                | 2,041           |    |
| Sale of affiliated              |                  |                  |                   | 95                   | 95   |                                  | 95              |    |
| Purchase of uncontrolled Shares | -                | -                | -                 | 2,511                | 2,511  | (7,120)                          | (4,609)         |    |
| Balance as of June 30th, 2018   | <u>388</u>       | <u>217,312</u>   | <u>825</u>        | <u>93,249</u>        | <u>311,774</u>   | <u>165</u>                       | <u>311,939</u>  | *  |

\* Non-audited

\*\* Audited



**CAMPOSOL HOLDING LTD AND SUBSIDIARIES**  
**CONSOLIDATED CASH FLOW STATEMENT FOR THE PERIOD**  
**AS OF JUNE 30<sup>th</sup>, 2018**

|  | <b><u>30.06.18*</u></b><br><b>USD 000</b> | <b><u>30.06.17*</u></b><br><b>USD 000</b> | <b><u>31.12.17**</u></b><br><b>USD 000</b> |
|--|---|---|--|
| <b>Cash flow from operating activities</b>                             |   |   |  |
| Collections  | 161,694                                   | 130,735                                   | 363,814                                    |
| Payment to suppliers and employees                                     | (124,722)                                 | (108,642)                                 | (250,744)                                  |
| Interest paid  | (8,871)                                   | (11,316)                                  | (20,305)                                   |
| Income tax paid  | (5,010)                                   | (13)                                      | (590)                                      |
| Custom duties refund collections                                       | 1,266                                     | 2,291                                     | 5,916                                      |
| Other collections / payments   | 1,016                                     | (310)                                     | 3,076                                      |
| <b>Net cash (used in) provided by operating activities</b>             | <b>25,373</b>                             | <b>12,745</b>                             | <b>101,167</b>                             |
| <b>Cash flow from investing activities</b>                             |   |   |  |
| Transfer to cash subject to restriction                                | 1,285                                     | -   | (1,285)                                    |
| Purchases of property, plant and equipment                             | (47,678)                                  | (5,100)                                   | (23,405)                                   |
| Investment in biological assets  | (21,584)                                  | (10,158)                                  | (27,223)                                   |
| Purchases of intangibles, excluding goodwill                           | -   | (798)                                     | (1,719)                                    |
| Acquisition of subsidiary, net of cash acquired                        | (4,541)                                   | -   | -  |
| Sale of affiliated   | 1,950                                     | -   | -  |
| Loans to shareholders  | (9,510)                                   | -   | -  |
| Proceeds from sale of property, plant and equipment                    | 414                                       | 10  | 128  |
| <b>Net cash used in investing activities</b>                           | <b>(79,664)</b>                           | <b>(16,046)</b>                           | <b>(53,504)</b>                            |
| <b>Cash flow from financial activities</b>                             |   |   |  |
| Bank loans proceeds  | 85,928                                    | 48,940                                    | 88,240                                     |
| Bank loans payments  | (41,791)                                  | (51,550)                                  | (109,890)                                  |
| Payment of senior bonds  | -   | (46,947)                                  | (46,947)                                   |
| Prepayments of dividends   | -   | -   | (20,000)                                   |
| Transaction costs  | (1,712)                                   | -   | (1,513)                                    |
| New long-term proceeds   | 9,103                                     | -   | -  |
| Payments of long-term debt   | (3,333)                                   | (4,404)                                   | (7,982)                                    |
| <b>Net cash provided by financial activities</b>                       | <b>48,195</b>                             | <b>(53,961)</b>                           | <b>(98,092)</b>                            |
| Net (decrease) increase in cash and cash equivalents during the period | (6,096)                                   | (57,262)                                  | (50,429)                                   |
| Cash and cash equivalents at beginning of period                       | 34,271                                    | 84,700                                    | 84,700                                     |
| <b>Cash and cash equivalents at end of period</b>                      | <b>28,175</b>                             | <b>27,438</b>                             | <b>34,271</b>                              |

\* Non-audited

\*\* Audited



**CAMPOSOL HOLDING LTD AND SUBSIDIARIES**  
**CONSOLIDATED CASH FLOW STATEMENT FOR THE**  
**PERIOD**

**AS OF JUNE 30th, 2018**

| <b>Conciliation</b>  | <b>30.06.18*</b><br><b>USD 000</b> | <b>30.06.17*</b><br><b>USD 000</b> | <b>31.12.17**</b><br><b>USD 000</b> |
|--|------------------------------------|------------------------------------|-------------------------------------|
| <b>Operating activities:</b>                               |                                    |                                    |                                     |
| (Loss) / profit before income tax                          | 2,592                              | 10,486                             | 87,199                              |
| Depreciation and amortization                              | 15,115                             | 16,713                             | 29,771                              |
| Impairment of trade accounts receivable                    | 257                                | 10                                 | 344                                 |
| Obsolescence of inventories                                | 155                                | 131                                | 360                                 |
| Disposal of avocado, grapes an asparagus                   | 626                                | 245                                | 13,895                              |
| Workers' profit sharing                                    | -                                  | -                                  | 5,902                               |
| Fair value of biological assets                            | 5,182                              | (3,014)                            | (27,797)                            |
| Loss / (Gain) on sale of property, plant and equipment     | (259)                              | 38                                 | 327                                 |
| Interest expenses from past year and paid in the month     | 1,100                              | (751)                              | -                                   |
| (Profit)/loss attributable to associate                    | (533)                              | 296                                | 390                                 |
| Gain on leaseback  | 23                                 | (27)                               | -                                   |
| Laboral participation                                      | 715                                | -                                  | -                                   |
| Net exchange difference                                    | 773                                | (1,114)                            | (337)                               |
| Write down off trade accounts receivable                   | (308)                              | (414)                              | -                                   |
| Write down off inventories                                 | (756)                              | (1,121)                            | -                                   |
| Reversion of EMRF accounts                                 | -                                  | (679)                              | -                                   |
| Adjustment   | 760                                | -                                  | -                                   |
| Net realizable value of inventories                        | (84)                               | (555)                              | (1,049)                             |
| Gros profit for the period from discontinued operations    | -                                  | (999)                              | (999)                               |
| Increase (decrease) of cash flows from operations due      |                                    |                                    |                                     |
| to changes in assets and liabilities:                      |                                    |                                    |                                     |
| Trade accounts receivable                                  | 21,361                             | 686                                | (6,833)                             |
| Other accounts receivable                                  | (11,961)                           | 2,335                              | 1,883                               |
| Inventories  | (19,156)                           | (4,180)                            | (2,361)                             |
| Prepaid expenses   | (2,138)                            | (1,493)                            | 182                                 |
| Trade payables   | 26,583                             | (2,619)                            | 1,699                               |
| Other payables   | (14,674)                           | (1,229)                            | (1,409)                             |
| <b>Net cash (used in) provided by operating activities</b> | <b>25,373</b>                      | <b>12,745</b>                      | <b>101,167</b>                      |

\* Non-audited

\*\* Audited



## Selected disclosure notes

### 1. Basis of preparation

This condensed consolidated financial information for the second quarter ended June 30<sup>th</sup>, 2018 should be read in conjunction with the annual financial statements for the year ended December 31<sup>st</sup>, 2017 which have been prepared in accordance with IFRS.

### 2. Significant accounting policies

The consolidated financial statements have been prepared on historical cost basis, except for biological assets which have been measured at fair value.

The financial statements are presented in United States dollars (USD) and all monetary amounts are rounded to the nearest thousand (USD '000) except when otherwise indicated. The financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the financial statements as of December 31<sup>st</sup>, 2017.



### 3. Segment information

#### Second quarter ended June 30<sup>th</sup>, 2018

|                                     | Avocado       |               | Blueberry     |              | Seafood*     |              | Other        |              | Total         |               |
|-------------------------------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|
| USD thousands                       | 2018<br>YTD   | 2017<br>YTD   | 2018<br>YTD   | 2017<br>YTD  | 2018<br>YTD  | 2017<br>YTD  | 2018<br>YTD  | 2017<br>YTD  | 2018<br>YTD   | 2017<br>YTD   |
| Revenues                            | 21,946        | 42,745        | 45,245        | 20,713       | 41,207       | 39,808       | 31,679       | 25,324       | 140,076       | 128,591       |
| Cost of goods sold:                 |               |               |               |              |              |              |              |              | -             | -             |
| Cost of goods sold                  | (6,390)       | (13,890)      | (24,857)      | (11,943)     | (36,161)     | (33,009)     | (20,923)     | (20,073)     | (88,331)      | (78,914)      |
| Costs associated to sales           | (2,374)       | (3,888)       | (2,527)       | (1,506)      | (1,677)      | (1,022)      | (3,969)      | (3,046)      | (10,547)      | (9,463)       |
| <b>Gross profit</b>                 | <b>13,182</b> | <b>24,967</b> | <b>17,861</b> | <b>7,265</b> | <b>3,369</b> | <b>5,777</b> | <b>6,787</b> | <b>2,205</b> | <b>41,198</b> | <b>40,214</b> |
| Volumes produced (net MT) (1)       | 21,151        | 24,793        | 2,943         | 776          | 5,959        | 5,691        | 17,017       | 14,419       | 47,070        | 45,679        |
| Volumes sold (net MT)               | 9,266         | 15,420        | 5,879         | 3,415        | 5,877        | 5,723        | 18,992       | 17,846       | 40,014        | 42,405        |
| Weighted Average prices (US\$ /Kg.) | 2.37          | 2.77          | 7.70          | 6.06         | 7.01         | 6.96         | 1.67         | 1.42         | 3.50          | 3.03          |
| Planted area (Ha)                   | 2,643         | 2,512         | 1,889         | 1,628        | 1,049        | 1,163        | 1,161        | 824          | 6,742         | 6,127         |
| Volume Harvested (MT) (2)           | 22,947        | 28,435        | 3,123         | 786          | 7,302        | 6,095        | 11,259       | 12,617       | 44,631        | 47,933        |
| Third party supply (MT)             | 932           | 77            | -             | -            | 772          | 1,055        | 2,542        | 5,830        | 4,246         | 6,962         |
| Fresh % **                          | 98%           | 98%           | 100%          | 100%         | 0%           | 0%           |              |              | 72%           | 71%           |
| Frozen % **                         | 2%            | 2%            | 0%            | 0%           | 100%         | 100%         |              |              | 28%           | 29%           |

Information corresponds only for continued operations

(1) Includes processed raw material from suppliers

(2) Only own production

\*Includes shrimp and other seafood products

\*\* By net volume sold





#### 4. Administrative expenses

Administrative expenses increased from USD 11.2 million during the first six months of 2017 to USD 12.4 million in the same period in 2018. The increase of USD 1.1 million is mainly explained an increase of professional fees.

|  | For the period ended  |                       |
|--|-----------------------|-----------------------|
|  | 30.06.2018<br>USD 000 | 30.06.2017<br>USD 000 |
| Personnel expenses and director's remuneration | 5,872                 | 6,025                 |
| Professional fees                              | 2,412                 | 1,540                 |
| Depreciation & amortization                    | 735                   | 681                   |
| Maintenance                                    | 193                   | 192                   |
| General services                               | 403                   | 343                   |
| Travel and business expenses                   | 423                   | 296                   |
| Renting of machinery and equipment             | 788                   | 588                   |
| Transport and telecommunications               | 71                    | 118                   |
| Material supplies and utilities                | 328                   | 214                   |
| Insurance                                      | 43                    | 38                    |
| Back office                                    | 508                   | 504                   |
| Other expenses                                 | 624                   | 696                   |
| <b>Total</b>                                   | <b>12,400</b>         | <b>11,235</b>         |
| <b>Total without depreciation</b>              | <b>11,665</b>         | <b>10,554</b>         |

#### 5. Fixed Selling expenses

Fixed selling expenses increased from USD 3.9 million during the first six months of 2017 to USD 4.5 million in the same period in 2018. The increase of USD 0.7 million is mainly explained by an increase of personal expenses and professional fees on consulting.

|                              | For the period ended  |                       |
|------------------------------|-----------------------|-----------------------|
|                              | 30.06.2018<br>USD 000 | 30.06.2017<br>USD 000 |
| Personnel expenses           | 2,288.0               | 1,930.0               |
| Consulting services          | 703.0                 | 410.0                 |
| Travel and business expenses | 420.0                 | 285.0                 |
| Insurance                    | 499.0                 | 462.0                 |
| General services             | 513.0                 | 329.0                 |
| Other expenses               | 119.0                 | 461.0                 |
| <b>Total</b>                 | <b>4,542</b>          | <b>3,877</b>          |



## 6. Other expense (income)

Total other expense, net of other income increased from USD 0.3 million during the first six months of 2017 to USD 0.8 million in the same period in 2018.

Other expenses in 2018 is mainly explained by USD 1.3 million disposal of assets.

Other income in 2018 is mainly explained by USD 1.0 million assets sale.

|               | For the year ended    |                       |
|---------------|-----------------------|-----------------------|
|               | 30.06.2018<br>USD 000 | 30.06.2017<br>USD 000 |
| Other expense | (2,039)               | (668)                 |
| Other income  | 1,258                 | 386                   |
| Total         | <b>(781)</b>          | <b>(282)</b>          |

## 7. Property, plant and equipment

Additions are composed of part of the equipment investment program, infrastructure and land to improve production facility and fields. The adjustments are principally the net cost of fixed assets from IAS-41.

|           | As of,   | 30.06.2018<br>USD 000 |
|-----------|--|-----------------------|
|           | Opening net book amount as of January 1 <sup>st</sup> , 2018 | 202,764               |
| ( + )     | Additions  | 43,459                |
| ( - )     | Write -off   | (653)                 |
| ( - )     | Depreciation   | (5,811)               |
| ( - )     | Transfers  | (11,554)              |
| ( + / - ) | Exchange difference  | -                     |
|           | Property Plant and equipment                                 | 228,205               |
|           | Assumed cost of bearer plants                                | 179,292               |
|           | <b>Closing net book amount as June 30<sup>th</sup>, 2018</b> | <b>407,497</b>        |



## 8. Other accounts receivable

Other accounts receivable increased from USD 10.4 million at December 31<sup>st</sup>, 2017, to USD 32.2 million at June 30<sup>th</sup>, 2018. This increase corresponds principally to a higher amount of tax credit.

| As of,                                     | 30.06.2018<br>USD 000 | 31.12.2017<br>USD 000 |
|--|-----------------------|-----------------------|
| Custom duties refund - Drawback            | 3,092                 | 378                   |
| Value added tax (IGV in Peru)              | 8,384                 | 5,247                 |
| Income tax credit                          | 3,971                 | -                     |
| Prepayments to suppliers                   | 2,264                 | 2,158                 |
| Doubtful accounts                          | 1,978                 | 1,980                 |
| Loans to Employees                         | 95                    | 192                   |
| Loans to Third parties                     | 218                   | 364                   |
| Deposits in guarantee                      | 341                   | 381                   |
| Accounts receivable from shareholders      | 9,510                 | -                     |
| Subsidies                                  | 251                   | 235                   |
| Accounts receivable from sale of affiliate | 2,551                 | -                     |
| Other                                      | 1,479                 | 1,456                 |
|  | <b>34,134</b>         | <b>12,391</b>         |
| Less:                                      |                       |                       |
| Allowance to doubtful accounts             | (1,978)               | (1,980)               |
|  | <b>32,156</b>         | <b>10,411</b>         |

## 9. Inventories

Total inventories increased from USD 37.3 million at December 31<sup>st</sup>, 2017 to USD 53.3 million at June 30<sup>th</sup>, 2018. This increase is mainly explained by an increase in raw materials and supplies.

| As of:                               | 30.06.2018<br>USD 000 | 31.12.17<br>USD 000 |
|--------------------------------------|-----------------------|---------------------|
| Finished product                     | 17,560                | 18,994              |
| Supplies                             | 14,817                | 13,878              |
| Packaging                            | 6,535                 | 3,613               |
| Raw material and others              | 7,387                 | 3,822               |
| Product in process                   | 1,539                 | 1,032               |
| In-transit raw material and supplies | 9,216                 | 447                 |
|                                      | <b>57,054</b>         | <b>41,786</b>       |
| Less:                                |                       |                     |
| Impairment of finished products      | (3,756)               | (4,446)             |
|                                      | <b>53,298</b>         | <b>37,340</b>       |

**10. Intangible assets**

| As of:   | 30.06.2018<br>USD 000 | 31.12.17<br>USD 000 |
|----------|-----------------------|---------------------|
| Goodwill | 95                    | 95                  |
| Software | 6,160                 | 4,812               |
| Total    | 6,255                 | 4,907               |

**11. Transactions with related parties**

The main transactions carried out between the Group and related companies are as follows:

|   | For the period ended  |                       |
|---|-----------------------|-----------------------|
|   | 30.06.2018<br>USD 000 | 30.06.2017<br>USD 000 |
| <b>Empacadora de Frutos Tropicales S.A.C.</b> |                       |                       |
| Sales of services and fixes                   | 2                     | 5                     |
| Purchase of services and fixes                | 2,388                 | 2,107                 |
| <b>Gestora del Pacifico S.A.C.</b>            |                       |                       |
| Sales of services and fixes                   | 116                   | 80                    |
| Purchase of services and fixes                | 482                   | 403                   |
| <b>Integrity Packing S.A.</b>                 |                       |                       |
| Sales of services and fixes                   | -                     | 1                     |
| Purchase of services and fixes                | 932                   | 1,252                 |

Amount dues / from to related parties

|  | For the period ended  |                       |
|--|-----------------------|-----------------------|
|  | 30.06.2018<br>USD 000 | 30.06.2017<br>USD 000 |
| <b>Other accounts receivable</b>         |                       |                       |
| Gestión del Pacifico S.A.C.              | 58                    | 9                     |
| Desarrollo Inmobiliario Mar Verde S.A.C. | -                     | 45                    |
| <b>Trade accounts payable</b>            |                       |                       |
| Empacadora de Frutos Tropicales S.A.C    | 530                   | -                     |
| Gestora del Pacifico S.A.C.              | 247                   | 4                     |
| Integrity Packing S.A.                   | 416                   | 216                   |

**12. Seasonality**

Company production is subject to seasonal fluctuations, with peak production in the third to fourth quarter of the year. This is due to seasonal weather conditions which affect production.



### 13. Use of NON-GAAP measures

In the discussion of operating results, CAMPOSOL refers to certain non-GAAP financial measures such as EBITDA. CAMPOSOL's management makes regular use of these measures to evaluate the performance, both in absolute terms and comparatively from period to period. EBITDA, which CAMPOSOL defines as sales minus cost of goods sold, administrative and selling expenses plus depreciation, amortization and amortization without IAS-41, is an approximation of cash flow from continuing operating activities before tax and net operating capital changes. Amortization without IAS-41 is the cost assigned to cost of goods sold that under an accounting without IAS-41 would be considered amortization.

CAMPOSOL's definition of EBITDA may differ from that of other companies. EBITDA should not be considered as an alternative to operating income and income before tax as an indicator of the Company's operations in accordance with IFRS. Nor is EBITDA an alternative to cash flow from operating activities in accordance with IFRS. A reconciliation of EBITDA to total profit before income tax is provided as follows:

|  | For the year ended    |                       | For the period ended |
|--|-----------------------|-----------------------|----------------------|
|  | 30.06.2018<br>USD 000 | 30.06.2017<br>USD 000 | 2017<br>USD 000      |
| <b>EBITDA before fair value adjustment</b> | <b>34,064</b>         | <b>35,926</b>         | <b>125,450</b>       |
| Depreciation & Amortization                | (6,255)               | (6,767)               | (13,405)             |
| Amortization of bearer plant               | (8,860)               | (9,946)               | (16,366)             |
| Low of assumed cost of bearer plants       | (428)                 | (245)                 | (5,641)              |
| Low of historical cost of bearer plants    | (198)                 | (1,469)               | (8,254)              |
| Other income expenses                      | (781)                 | (282)                 | (1,609)              |
| Change in fair value of Biological assets  | (5,182)               | 3,014                 | 27,797               |
| <b>Operating profit</b>                    | <b>12,360</b>         | <b>20,231</b>         | <b>107,972</b>       |
| Gain (loss) of associated companies        | 533                   | (296)                 | (390)                |
| Finance income                             | 47                    | 353                   | 110                  |
| Finance costs                              | (9,970)               | (10,564)              | (20,208)             |
| Currency translation differences           | (378)                 | 762                   | (285)                |
| <b>Profit before income tax</b>            | <b>2,592</b>          | <b>10,486</b>         | <b>87,199</b>        |



**For further information, please contact:**

Andrés Colichón Sas, CFO  
[acolichon@camposol.com.pe](mailto:acolichon@camposol.com.pe)

Jossue Yesquen, Deputy Manager of Investor Relations  
[jyesquen@camposol.com.pe](mailto:jyesquen@camposol.com.pe)

Phone: +511 621 0800 Ext.: 7171

**About CAMPOSOL**

CAMPOSOL is a vertically integrated producer of branded fresh and healthy food that offers high quality, healthy and fresh food to consumers around the world, based on a sustainable management model. CAMPOSOL is organized into two main business units: Camposol Fruits and Vegetables (fresh produce) and Marinasol (aquaculture) and its portfolio includes superfoods like blueberries, avocados, shrimp, mandarins, among others. Additionally, our international commercial platform is responsible for the commercialization of the products of these two units, with offices in the US, The Netherlands and China. CAMPOSOL guarantees the full traceability of its products and is committed to supporting sustainable development through social and environmental responsibility policies and projects intended to increase the shared-value for all its stakeholders. On the strength of this value proposition, CAMPOSOL's commercial offices have established long-term relationships with the top worldwide supermarket chains and service them directly.

CAMPOSOL is also an active member of the Global Compact since 2008. It presents annual Sustainability Reports aligned to the GRI Methodology and has achieved the following international certifications: BSCI, Global Gap, IFS, HACCP and BRC among others.

**To learn more about CAMPOSOL please visit:** [www.camposol.com.pe](http://www.camposol.com.pe)