

## CAMPOSOL

Real Food for Life


Second Quarter and First Half Year 2016 Report

## Second Quarter 2016 Highlights

- For the first half of the year, EBITDA was USD 13.9 MM , up $60.3 \%$ from the same period last year. EBITDA margin increased to $11.5 \%$ from $6.7 \%$ in the same period last year.
- At June $30^{\text {th }} 2016$, the Company maintained a cash balance of USD 29.6 million.
- Sales during 2Q-16, including discontinued operations sales, were USD 54.2 million, down 6.1\% from 2Q-15, mainly due to a decrease in sales of peppers, artichokes, asparagus and grapes.
- Volume sold during 2Q-2016, including discontinued operations volume, was 17,597 net MT, down 16.3\% from 2Q-15 mainly explained by a decrease in volumes of peppers, asparagus, artichokes, grapes, avocados, shrimp and other seafood products, net of an increase in volumes of blueberries.
- Average price realized during 2Q-16, including discontinued operations sales, was USD 3.08 per net KG, up $12.0 \%$ from $2 \mathrm{Q}-15$ mainly explained by higher prices of shrimp and other seafood products as well as higher prices of blueberries and avocados.
- Average cost of goods sold during 2Q-2016, including discontinued operations costs, was USD 2.50 per net KG, up $12.1 \%$ from 2Q-15 mainly explained by higher costs for asparagus, blueberries, shrimp and other seafood products.
- EBITDA during 2Q-16, including discontinued operations sales, was USD 6.1 million, down $14.6 \%$ from 2Q-15 mainly explained by the reasons above mentioned as well as higher administrative and selling expenses. EBITDA margin during 2Q-16 decreased to $11.2 \%$ from $12.4 \%$ in 2Q-15.
- On August $17^{\text {th }} 2016$ Camposol Holding's Board of Directors approved the discontinuation of the asparagus segment.


## Key Figures of Camposol Holding Ltd and Subsidiaries ("CAMPOSOL" or the "Company")

| USD thousands(if not otherwise stated) | Second Quarter |  | First half of year |  | For the year ended 31 December |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016* | 2015* | 2016* | 2015* | 2015** |
| Volume sold (MT 000) | 17.6 | 21.0 | 37.5 | 45.6 | 104.2 |
| Sales |  |  |  |  |  |
| From continued operations | 53,185 | 54,991 | 116,930 | 123,346 | 272,692 |
| From discontinued operations | 1,058 | 2,750 | 3,006 | 6,139 | 16,637 |
|  | 54,243 | 57,741 | 119,936 | 129,485 | 289,329 |
| Gross profit |  |  |  |  |  |
| From continued operations | 10,130 | 10,756 | 20,193 | 16,930 | 79,489 |
| From discontinued operations | 59 | 21 | 85 | (189) | 514 |
|  | 10,189 | 10,777 | 20,278 | 16,741 | 80,003 |
| Operating profit |  |  |  |  |  |
| From continued operations | 21,952 | (490) | 28,533 | 5,710 | 57,884 |
| From discontinued operations | 59 | 21 | 85 | (189) | 514 |
|  | 22,011 | (469) | 28,618 | 5,521 | 58,398 |
| Loss / Profit before income tax |  |  |  |  |  |
| From continued operations | 15,418 | $(7,114)$ | 16,555 | $(10,009)$ | 27,959 |
| From discontinued operations | 59 | 21 | 85 | (189) | 514 |
|  | 15,477 | $(7,093)$ | 16,640 | $(10,198)$ | 28,473 |
| Loss / Profit for the period |  |  |  |  |  |
| From continued operations | 17,185 | $(4,449)$ | 18,134 | $(6,192)$ | 16,904 |
| From discontinued operations | 59 | 21 | 85 | (189) | 514 |
|  | 17,244 | $(4,428)$ | 18,219 | $(6,381)$ | 17,418 |
| EBITDA before fair value adj. | 6,101 | 7,142 | 13,850 | 8,641 | 42,888 |
| Gross Margin | 18.8\% | 18.7\% | 16.9\% | 12.9\% | 27.7\% |
| EBITDA b.f.v.a. Margin | 11.2\% | 12.4\% | 11.5\% | 6.7\% | 14.8\% |
| All figures according to IFRS |  |  |  |  |  |
| * Non audited |  |  |  |  |  |
| ** Audited |  |  |  |  |  |

Last Twelve Months EBITDA (rolling) of CAMPOSOL (USD million)


## Financial Review for the Second Quarter 2016

The figures below describe developments in the second quarter and first half 2016, with figures for the corresponding periods of 2015 in parenthesis.

## Results

Revenue for the second quarter of 2016 was USD 53.2 million (55.0), down 3.3\% from the same period last year. For the first six months of the year, revenues amounted to USD 116.9 million (123.3), down $5.2 \%$ from the same period last year, mainly due to lower volume sold of asparagus, peppers, grapes, shrimp and other seafood products, net off higher volume sold of blueberries.

During the second quarter of 2016, the Company's gross profit was USD 10.1 million (10.8). For the first six month of the year, the gross profit increased to USD 20.2 million (16.9), which resulted in a gross margin of $17.3 \%$ (13.7\%). EBITDA margin, including sales from discontinued operations, decreased to $11.2 \%$ in the second quarter of 2016 (12.4\%) and for the
first six month of the year increased to $11.5 \%$ (6.7 \%).

The gain arising from change in fair value of biological assets for the second quarter of 2016 was USD 23.3 million (loss of USD 0.9 million in 2015). For the first six months of the year, the gain arising from change in fair value of biological assets was USD 28.8 million (gain of USD 1.7 million in 2015). This increase is mainly explained by the increase of planted hectares of blueberries consequently increasing expected volumes of blueberries.

During second quarter 2016, administrative expenses amounted to USD 6.6 million (6.3), and fixed selling expenses amounted to USD 2.3 million 2016 (2.0). For the first six months of the year administrative expenses amounted to USD 12.0 million (12.9), and fixed selling expenses amounted to USD 3.8 million 2016 (4.3).

As a result, operating profit was USD 22.0 million in the second quarter of 2015 (loss
of USD 0.5 million in 2015). For the first half of the year, operating profit amounted to USD 28.5 million (5.7).

Financial costs decreased to USD 6.0 million during the second quarter of 2016 (6.2). For the first half of year, financial cost decreased to USD 12.1 million (12.5), decrease is mainly explained by lower use of working capital credit lines.

During the second quarter of 2016, the Company recorded a profit from discontinued operations of USD 0.1 million (0.1). For the first six month of the year, profit from discontinued operations amounted to USD 0.1 million (loss of USD 0.1 million in 2015).

During the second quarter of 2016 , the Company recorded a profit of USD 17.2 million (loss of USD 4.4 million in 2015). For the first six month of the year, profit amounted to USD 18.2 million (loss of USD 6.4 million in 2015).

For the second quarter of 2016, the Company recorded an EBITDA of USD 6.1 million (7.1). For the first half year 2016, EBITDA increased to USD 13.9 million (8.6). EBITDA margin increased to $11.5 \%$ for the first six months of the year (6.7\%).

## Balance Sheet and Cash Flow

During the first half year 2016, non-current assets increased to USD 505.7 million compared to USD 497.6 million at the end of 2015, mainly due to investment in property, plant and equipment.

Inventories decreased to USD 38.1 million at the end of the second quarter of 2016, compared to USD 47.1 million at the end of 2015, mainly due to a decrease in inventory of finished products such as asparagus, mangos, peppers, shrimp and other seafood products.

Trade accounts receivable decreased to USD 20.8 million at the end of the second
quarter of 2016 from USD 40.7 million at the end of 2015.

Trade accounts payables decreased to USD 29.9 million at the end of second quarter 2016, from USD 34.4 million at the end of 2015. As a result, the total working capital (accounts receivable + inventories accounts payable) decreased to USD 28.9 million at the end of the second quarter of 2016, from USD 53.5 million at the end of 2015. Current working capital as of June $30^{\text {th }} 2016$ is $10.3 \%$ of total last twelve month sales. Such significant reduction is mainly a result of the sale of the preserved business.

Total liabilities decreased to USD 323.3 million at the end of the second quarter 2016, compared to USD 347.0 million at the end of 2015.

The Company's debt, gross of capitalized fees, decrease from USD 252.6 million at the end of 2015 to USD 233.2 million at the end of second quarter 2016, mainly due to a decrease in working capital financing. The Company's debt includes USD 147.5 million of senior secured notes due 2021 (0.0), USD 52.5 million of senior unsecured notes due 2017 (200.0) USD 3.9 million interest of long term debt (8.4), USD 23.2 million of working capital financing (36.1), and USD 6.1 million in leasing and other (8.0).

At the end of the second quarter of 2016, the Company generated USD 22.4 million (generated 6.3) from operations, made a net investment of USD 9.6 million (generated 0.6) in property, plant and equipment, and in financing activities the Company paid USD 9.8 million (paid USD 7.0 million) related to working capital lines, resulting in a net increase in cash of USD 2.9 million (decrease of 0.1). The Company ended the second quarter of the year 2016 with USD 29.6 million in cash (30.4).

## Segment Reporting for the Second Quarter 2016*

## Second Quarter 2016 Results

Period ended June $30^{\text {th }} 2016$

|  | Asparagus | Avocados | Artichokes | Peppers | Mangos | Grapes | Shrimp \& other SP. | Blueberries | Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| USD thousands |  |  |  |  |  |  |  |  |  |  |
| Revenues | 4,970 | 20,889 | 1,058 | 756 | 3,946 | 168 | 16,695 | 5,146 | 615 | 54,243 |
| Gross profit | $(1,750)$ | 8,528 | 59 | (361) | 792 | (86) | 1,019 | 2,015 | (27) | 10,189 |
| Gross margen \% | -35.2\% | 40.8\% | 5.6\% | -47.8\% | 20.1\% | -51.2\% | 6.1\% | 39.2\% | -4.4\% | 18.8\% |
| Net tons |  |  |  |  |  |  |  |  |  |  |
| Volume produced | - | 16,190 | - | - | - | - | 1,657 | 127 | 1,515 | 19,489 |
| Volumes sold | 1,365 | 9,936 | 392 | 501 | 2,663 | - | 2,186 | 447 | 107 | 17,597 |
| USD/kg |  |  |  |  |  |  |  |  |  |  |
| Weighted avg price | 3.64 | 2.10 | 2.70 | 1.51 | 1.48 | - | 7.64 | 11.51 | 5.75 | 3.08 |

First Half Year 2016 Results
Period ended June 30 ${ }^{\text {th }} 2016$

|  | Asparagus | Avocados | Artichokes | Peppers | Mangos | Grapes | Shrimp \& other SP. | Blueberries | Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| USD thousands |  |  |  |  |  |  |  |  |  |  |
| Revenues | 14,425 | 22,126 | 3,006 | 1,871 | 19,746 | 811 | 34,697 | 22,252 | 1,002 | 119,936 |
| Gross profit | $(4,578)$ | 8,056 | 85 | (420) | 4,468 | (437) | 1,749 | 11,412 | (57) | 20,278 |
| Gross margen \% | -31.7\% | 36.4\% | 2.8\% | -22.4\% | 22.6\% | -53.9\% | 5.0\% | 51.3\% | -5.7\% | 16.9\% |
| Net tons |  |  |  |  |  |  |  |  |  |  |
| Volume produced | 976 | 16,190 | - | - | 9,570 | - | 3,221 | 2,246 | 1,515 | 33,718 |
| Volumes sold | 3,053 | 10,490 | 1,261 | 1,163 | 13,005 | 591 | 4,689 | 3,043 | 180 | 37,475 |
| USD/kg |  |  |  |  |  |  |  |  |  |  |
| Weighted avg price | 4.72 | 2.11 | 2.38 | 1.61 | 1.52 | 1.37 | 7.40 | 7.31 | 5.57 | 3.20 |

## Blueberries

Blueberries are currently the most profitable crop in the portfolio, in which the most important investments were made during the last two years.

CAMPOSOL sold 3,043 net MTs of fresh blueberries during the first half year of 2016, at an average price of USD 7.31 per net KG. This represents an increase of $281.8 \%$ in volume sold and a decrease of $5.2 \%$ in price compared to the same period last year.

During the first half year of 2016, total gross margin for blueberries was $51.3 \%$, up 7.0 pp (percentage points) from the same period last year.

## Avocados

Avocados are one of the most important products in the portfolio of the Company, with a gross margin of $36.4 \%$ during the first half year of 2016.

CAMPOSOL sold 9,979 net MTs of fresh avocados during the first half year of 2016, at an average price of USD 1.99 per net KG representing a decrease of $0.2 \%$ in volume sold and an increase of $7.6 \%$ in price compared to the same period last year.

CAMPOSOL sold 510 net MTs of frozen avocados during the first half year of 2016 at an average price of USD 3.56 per net KG, representing a decrease of $21.8 \%$ in volume sold and a decrease of $14.0 \%$ in price compared to the same period last year.

[^0]During first half year of 2016, total gross margin for avocados was 36.4\%, down 1.3 pp (percentage points) from the same period last year.

## Asparagus

Represented 12.0\% of the company's total sales during the first half year of 2016.

CAMPOSOL sold 1,226 net MTs of fresh asparagus during the first half year of 2016, at an average price of USD 5.57 per net KG, representing a decrease of $51.4 \%$ in volume sold and an increase of $18.3 \%$ in price compared to the same period last year.

CAMPOSOL sold 1,775 net MTs of preserved during the first half year of 2016, at an average price of USD 2.77 per net KG, representing a decrease of $42.1 \%$ in volume sold and a decrease of $24.3 \%$ in price compared to the same period last year.

CAMPOSOL sold a total of 52 net MTs of frozen asparagus during the first half year of 2016, at an average price of USD 3.92 per net KG, representing a decrease of $78.5 \%$ in volume sold and a decrease of $20.8 \%$ in price compared to the same period last year.

In the first half year of 2016, total gross margin for asparagus was $-31.7 \%$, down 50.6 pp (percentage points) from the same period last year.

## Grapes

CAMPOSOL sold 591 net MTs of fresh grapes during 2016, at an average price of USD 1.37 per net KG, representing a decrease of $84.6 \%$ in volume sold and a decrease of $24.7 \%$ in price compared to the same period last year.

During the first half year of 2016, total gross margin for grapes was -53.9\%, down 28.6 pp (percentage points) from the same period last year.

## Mangos

CAMPOSOL sold 8,677 net MTs of fresh mangos during the first half year of 2016, at an average
price of USD 1.02 per net KG. This represents an increase of $1.2 \%$ in volume sold and a decrease of $35.8 \%$ in price compared to the same period last year.

CAMPOSOL sold 4,231 net MTs of frozen mangos during 2016, at an average price of USD 2.21 per net KG. This represents an increase of $34.9 \%$ in volume sold and an increase of $4.7 \%$ compared to the same period last year.

CAMPOSOL sold 97 net MTs of preserved mangos during 2016, at an average price of USD 1.92 per net KG. This represents a decrease of $17.80 \%$ in volume sold and a decrease of $1.5 \%$ in price compared to the same period last year.

During the first half year of 2016 total gross margin for mango was $22.6 \%$, down 1.2 pp (percentage points) from the same period last year.

## Shrimp and other seafood products

CAMPOSOL sold 4,689 net MTs of shrimp and other seafood products during 2016, at an average price of USD 7.40 per net KG. This represents a decrease of $17.3 \%$ in volume sold and an increase of $34.1 \%$ in price compared to the same period last year.

During the first half year total gross margin for shrimp and other seafood products was $5.0 \%$, up 5.2 pp (percentage points) from same period last year.

For further segment information please refer to page 15 and 16.

## Investment Program

During the first half of the year 2016, the Company invested USD 9.6 million, of which USD 5.0 million were invested in blueberries (permanent plantation and part of the 540 has 2016 investment program), USD 2.7 million in machinery and equipment (for plant and fields), USD 1.4 million permanent plantations and other (tangerines, grapes, avocados and other crops), USD 0.7 million in seafood segment and USD 1.0 million in technological and administrative improvements, among other; net of sales of assets for USD 1.2 million, mainly preserved business assets.

Age of Fields / Net Has Planted by Segment
As of June $30^{\text {th }} 2016$

| Age (years) | White Asparagus (Ha) | Green <br> Asparagus <br> (Ha) | Avocados (Ha) | Mangos (Ha) | Grapes (Ha) | Tangerines (Ha) | Blueberries (Ha) | Total (Ha) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0-1 | 6 | - | 10 | - | 79 | 52 | 211 | 359 |
| 1-2 | - | - | - | - | - | 1 | 462 | 463 |
| 2-3 | - | - | 27 | 33 | - | - | 216 | 275 |
| 3-4 | - | - | 125 | - | - | - | 111 | 236 |
| 4-5 | - | - | 45 | - | 210 | - | 50 | 304 |
| 5-6 | - | - | 1,013 | - | - | - | 1 | 1,014 |
| 6-7 | 133 | 1 | 576 | - | 100 | 102 | - | 912 |
| 7-8 | 190 | - | 35 | - | - | - | - | 224 |
| 8-9 | 143 | - | - | - | - | - | - | 143 |
| 9-+ | - | - | 104 | - | - | - | - | 104 |
| 10-11 | 2 | - | - | 11 | - | - | - | 13 |
| 11-12 | - | - | - | 36 | - | - | - | 36 |
| 12-13 | - | - | 721 | 368 | - | - | - | 1,090 |
| Total Ha. | 473 | 1 | 2,655 | 448 | 389 | 155 | 1,050 | 5,171 |

## Important events during First Half Year 2016

## Camposol successfully exchanged 73.75\% of its Senior Unsecured Notes due on 2017

On May 27, 2016, CAMPOSOL announced the settlement of the Exchange Offer announced on April 11, 2016. CAMPOSOL received valid tenders that were not withdrawn from $73.75 \%$ of holders of the Senior Unsecured Notes due 2017, representing USD 147,490,000, of the aggregate USD 200,000,000 principal amount of notes outstanding.

## Market

The long term growth prospects for exotic fruits and vegetables markets are excellent. Avocados, blueberries, tangerines and mangos are growing, with headroom for increased per capita consumption in key markets.

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

The Company expects to continue its diversification strategy by increasing the production capacity of blueberries and shrimp and other minor related products.

## Outlook

The Company is currently focused on adding value to its clients through commercial, marketing and service initiatives which should result in higher margins.

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

CAMPOSOL will continue positioning itself in the fresh and frozen segments in which has made significant investments in recent years, and thus maximize opportunities for growth and consolidation of their business.

The Board of Directors, Camposol Holding Ltd

Limassol, Cyprus
August 17, 2016

## Financial Tables

## CAMPOSOL HOLDING PLC AND SUBSIDIARIES

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
AS OF JUNE $30^{\text {"'", }} 2016$

| ASOEJUE 2016 |  | For the quarter ended |  | For the six months ended |  | For the year ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30.06.16* | 30.06.15* | 30.06.16* | 30.06.15* | 31.12.15** |
|  | Notes | USD 000 | USD 000 | USD 000 | USD 000 | USD 000 |
| Revenue |  | 53,185 | 54,991 | 116,930 | 123,346 | 272,692 |
| Cost of sales |  | $(43,055)$ | $(44,235)$ | $(96,737)$ | $(106,416)$ | $(193,203)$ |
| Gross profit |  | 10,130 | 10,756 | 20,193 | 16,930 | 79,489 |
| Net adjustment from change in fair value of biological assets |  | 23,301 | (885) | 28,789 | 1,671 | 39,634 |
| Profit after adjustment to fair value of biological assets |  | 33,431 | 9,871 | 48,982 | 18,601 | 119,123 |
| Administrative expenses | 4 | $(6,583)$ | $(6,294)$ | $(12,027)$ | $(12,898)$ | $(30,319)$ |
| Selling expenses | 5 | $(2,254)$ | $(2,027)$ | $(3,815)$ | $(4,344)$ | $(24,904)$ |
| Other income | 6 | 2,486 | (663) | 3,371 | 7,730 | 9,518 |
| Other expenses |  | $(5,128)$ | $(1,377)$ | $(7,978)$ | $(3,379)$ | $(15,534)$ |
| Operating profit |  | 21,952 | (490) | 28,533 | 5,710 | 57,884 |


| Share of gain (loss) of associated companies | (185) | (186) | (11) | (186) | 253 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Finance income | 5 | (23) | 67 | 16 | 13 |
| Finance costs | $(6,029)$ | $(6,153)$ | $(12,114)$ | $(12,505)$ | $(24,969)$ |
| Currency translation differences | (325) | (262) | 80 | $(3,044)$ | $(5,222)$ |
| Profit (loss) before income tax | 15,418 | $(7,114)$ | 16,555 | $(10,009)$ | 27,959 |
| Income tax | 1,767 | 2,665 | 1,579 | 3,817 | $(11,055)$ |
| Profit (loss) for the period from continuing operations | 17,185 | $(4,449)$ | 18,134 | $(6,192)$ | 16,904 |
| Profit for the period from discontinued operations | 59 | 21 | 85 | (189) | 514 |
| Profit for the period | 17,244 | $(4,428)$ | 18,219 | $(6,381)$ | 17,418 |
| Depreciation \& Amortization | 3,469 | 3,180 | 6,761 | 6,254 | 12,686 |
| Amortization without IAS-41 | 1,280 | 1,506 | 2,653 | 2,888 | 5,422 |
| EBITDA before fair value adjustment | 6,101 | 7,142 | 13,850 | 8,641 | 42,888 |

[^1]
## CAMPOSOL HOLDING PLC AND SUBSIDIARIES

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## AS OF JUNE 30 ${ }^{\text {th }}, 2016$

|  | For the period <br> ended | For the year <br> ended |
| :---: | :---: | :---: |
|  | $30.06 .16^{*}$ | $31.12 .15^{* *}$ |
| Notes | USD 000 | USD 000 |

## Assets

Non-current assets
Property, plant and equipment, net
Investments in associated companies
Intangibles
Non-current portion of biological assets
Deferred income tax

## Current assets

Assets held for sale
Prepaid expenses
Current portion of biological assets
Inventories
Other accounts receivable
Trade accounts receivable
Cash and cash equivalents

Total assets

Equity and liabilities
Capital and reserve attributable to shareholders of the Company
Share capital
Share premium
Other reserves
Retained earnings

Minority interests
Total equity

| 513 | 507 |
| ---: | ---: |
| 217,312 | 212,318 |
| 825 | 825 |
| 109,164 | 89,222 |
| 327,814 | 302,872 |
| 8,559 | 7,841 |
| 336,373 | 310,713 |

Non-current liabilities
Long-term debt

| 146,605 | 204,851 |
| ---: | ---: |
| 46,409 | 46,201 |
| 4,075 | 4,930 |
| 197,089 | 255,982 |

## Current liabilities

Current portion of long-term debt
Trade payables
Other payables
Income tax payable
Bank loans

Total liabilities
Total equity and liabilities

| 58,018 | 9,924 |
| ---: | ---: |
| 29,942 | 34,355 |
| 14,454 | 10,571 |
| 628 | 0 |
| 23,150 | 36,120 |
| 126,192 | 90,970 |
| 323,281 | 346,952 |
| 659,654 | 657,665 |

[^2]
## CAMPOSOL HOLDING PLC AND SUBSIDIARIES

## CONSOLIDATED STATEMENT OF CHANGE IN EQUITY

AS OF JUNE $30^{\text {th }}, 2016$

|  | Share capital | Share premium | Other reserves | Retained earnings | Equity attributable to shareholders of the parent | Noncontrolling interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | USD 000 | USD 000 | USD 000 | USD 000 | USD 000 | USD 000 | USD 000 |
| Balance as of 1 January 2016 | 507 | 212,318 | 825 | 89,222 | 302,872 | 7,841 | 310,713 |
| Increase of capital | 6 | 4,994 |  |  | 5,000 |  | 5,000 |
| CTA |  |  |  | 2,576 | 2,576 | 903 | 3,479 |
| Adjustment |  |  |  | (852) | (852) |  | (852) |
| Net result |  |  |  | 18,134 | 18,134 | - | 18,134 |
| Depreciation of revalued assets |  |  |  | (1) | (1) |  | (1) |
| Result of non-controlling interest |  |  |  |  | - | (185) | (185) |
| Other Comprehensive Income |  |  |  | 85 | 85 |  | 85 |
| Balance as of 30 June 2016 | 513 | 217,312 | 825 | 109,164 | 327,814 | 8,559 | 336,373 |

At December 2015, we had 29,833,820 ordinary shares and 2,570,000 dormant shares.
At June 2016, we receive an increase of capital for 521,376 ordinary shares.

## ** Audited 2015

## CAMPOSOL HOLDING PLC AND SUBSIDIARIES <br> CONSOLIDATED CASH FLOW STATEMENT FOR THE PERIOD <br> AS OF JUNE 30 ${ }^{\text {th }} \mathbf{,} 2016$

|  | 30.06.16* | 30.06.15* |
| :---: | :---: | :---: |
|  | USD 000 | USD 000 |
| Cash flow from operating activities |  |  |
| Collections | 140,649 | 143,209 |
| Payment to suppliers and employees | $(107,105)$ | $(128,525)$ |
| Interest paid | $(15,539)$ | $(11,820)$ |
| Income tax paid | - | (928) |
| Custom duties refund collections | 2,776 | 3,778 |
| Other collections | 1,569 | 623 |
| Net cash (used in) provided by operating activities | 22,350 | 6,337 |

## Cash flow from investing activities

Transfer to cash subject to restriction
Purchases of property, plant and equipment and biological assets
Investment in biological assets
Purchases of intangibles, excluding goodwill
Proceeds from sale of property, plant and equipment
Net cash (used in) provided by investing activities

## Cash flow from financial activities

| Bank loans proceeds | 38,650 | 61,963 |
| :--- | ---: | ---: |
| Bank loans payments | $(51,620)$ | $(66,650)$ |
| Increase of capital | 5,000 | - |
| Payments of long-term debt | $(1,870)$ | $(2,291)$ |
| Net cash provided by financial activities | $(9,840)$ | $\mathbf{( 6 , 9 7 8 )}$ |
| Net (decrease) increase in cash and cash equivalents during the period | 2,921 |  |
| Cash and cash equivalents at beginning of period | $\mathbf{2 6 , 6 4 7}$ |  |
| Cash and cash equivalents at end of period | $\mathbf{2 9 , 5 6 8}$ | $\mathbf{3 0 , 5 0 5}$ |

## *Non-audited

## CAMPOSOL HOLDING PLC AND SUBSIDIARIES

CONSOLIDATED CASH FLOW STATEMENT FOR THE PERIOD
AS OF JUNE $30^{\text {th }}, 2016$

|  | 30.06.16* | 30.06.15* |
| :---: | :---: | :---: |
| Conciliation | USD 000 | USD 000 |
| Operating activities: |  |  |
| (Loss) / profit before income tax | 16,555 | $(10,198)$ |
| Depreciation | 6,417 | 5,973 |
| Amortization | 344 | 281 |
| Transfer to biological assets | 2,653 | 2,888 |
| Impairment of trade accounts receivable | 1,159 | 188 |
| Obsolescence of inventories | 3,345 | 2,522 |
| Disposal of discontinued operations assets | 1,108 | - |
| Write off investments of lands | 411 | - |
| Fair value of biological assets | $(25,813)$ | $(3,934)$ |
| Loss / (Gain) on sale of property, plant and equipment | $(1,522)$ | $(7,117)$ |
| Disposals of intangibles | (25) | - |
| (Profit)/loss attributable to associate | 10 | 186 |
| Deferred Income tax | $(1,579)$ | $(3,817)$ |
| Write off products in process | 517 | - |
| Net exchange difference | (358) | $(2,251)$ |
| Write off trade accounts receivable | - | (6) |
| Write off inventories | $(1,835)$ | (374) |
| Adjustment | (347) | - |
| Increase (decrease) of cash flows from operations due to changes in assets and liabilities: |  |  |
|  |  |  |
| Trade accounts receivable | 19,740 | 13,536 |
| Other accounts receivable | $(2,275)$ | 1,769 |
| Inventories | 8,291 | 21,377 |
| Prepaid expenses | (970) | (991) |
| Trade payables | $(4,413)$ | $(15,217)$ |
| Other payables | 3,028 | 1,522 |
| Deferred income tax | $(2,091)$ | - |
| Net cash (used in) provided by operating activities | 22,350 | 6,337 |

[^3]
## Selected disclosure notes

## 1. Basis of preparation

This condensed consolidated financial information for the second quarter ended June $30^{\text {th }}, 2016$ has been prepared in accordance with IAS-34, 'Interim financial reporting' (IFRS). The condensed consolidated interim financial information should be read in conjunction with the annual financial statements for the year ended December 31 ${ }^{\text {st }}, 2015$ which have been prepared in accordance with IFRS.

## 2. Significant accounting policies

The consolidated financial statements have been prepared on historical cost basis, except biological assets and derivative financial instruments, which have been measured at fair value and in accordance with IFRS.

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 $31^{\text {st }}, 2015$.

The accounting policies adopted in the preparation of the financial statements are consistent with those followed in the preparation of the financial statements for the year ended December $31^{\text {st }}, 2015$.

## 3. Segment information

Results of second quarter 2016

|  | Asparagus |  | Avocados |  | Peppers |  | Mangos |  | Grapes |  | Artichokes |  | Shrimp and other seafood products |  | Blueberries |  | Other** |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| USD thousands | $\begin{array}{r} 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ \mathrm{Q}_{2} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} \hline 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r\|} 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} \hline 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ \text { Q2 } \\ \hline \end{array}$ | $\begin{array}{r}2015 \\ \text { Q2 } \\ \hline\end{array}$ |
| Revenues | 4,970 | 9,151 | 20,889 | 19,351 | 756 | 4,084 | 3,946 | 5,063 | 168 | 966 | 1,058 | 2,750 | 16,695 | 13,452 | 5,146 | 2,015 | 615 | 909 | 54,243 | 57,741 |
| Cost of goods sold | -6,720 | -7,039 | -12,361 | -11,522 | -1,117 | -4,294 | -3,154 | -3,438 | -254 | -1,501 | -999 | -2,729 | -15,676 | -13,798 | -3,131 | -1,108 | -642 | -1,535 | -44,054 | -46,964 |
| Cost of goods sold | -6,657 | -7,065 | -10,462 | -9,447 | -1,087 | -4,209 | $-2,924$ | -3,475 | 39 | -1,485 | -1,002 | -2,746 | -15,610 | -13,684 | -2,861 | -898 | -624 | -1,478 | -41,188 | -44,487 |
| Draw back | 82 | 293 | 599 | 873 | 19 | 117 | 87 | 55 | 4 | 1 | 27 | 97 | 453 | 488 | 102 | 41 | 11 | 1 | 1,384 | 1,966 |
| Costs associated to sales | -145 | -267 | -2,498 | -2,948 | -49 | -202 | -317 | -18 | -297 | -17 | -24 | -80 | -519 | -602 | -372 | -251 | -29 | -58 | -4,250 | -4,443 |
| Gross profit | -1,750 | 2,112 | 8,528 | 7,829 | -361 | -210 | 792 | 1,625 | -86 | -535 | 59 | 21 | 1,019 | -346 | 2,015 | 907 | -27 | -626 | 10,189 | 10,777 |
| Volumes produced (net MT) ${ }^{(1)}$ | - | 1,164 | 16,190 | 15,489 | - | 998 | - | 2 | - | - | - | 33 | 1,657 | 1,581 | 127 | 115 | 1,515 | 385 | 19,489 | 19,764 |
| Volumes sold (net MT) | 1,365 | 2,243 | 9,936 | 10,031 | 501 | 1,680 | 2,663 | 2,702 | - | 410 | 392 | 1,058 | 2,186 | 2,560 | 447 | 224 | 107 | 112 | 17,597 | 21,020 |
| Weighted Average prices (US\$ /Kg.) | 3.64 | 4.08 | 2.10 | 1.93 | 1.51 | 2.43 | 1.48 | 1.87 |  | 2.35 | 2.70 | 2.60 | 7.64 | 5.25 | 11.51 | 8.99 | 5.75 | 8.12 | 3.08 | 2.75 |
| Planted area (Ha) | 474 | 1,911 | 2,655 | 2,655 | 20 | 139 | 448 | 527 | 389 | 310 | - | - | 1,330 | 837 | 1,050 | 792 |  |  | 6,366.1 | 7,171 |
| Volume Harvested (MT) ${ }^{(2)}$ | 1,439 | 1,339 | 17,996 | 16,711 | - | 355 | - | - | - | - | - | - | 1,943 | 1,646 | 146 | 123 |  |  | 21,524 | 20,174 |
| Third party supply (NT) | - | 681 | 1,169 | 2,877 | - | 1,154 | 24 | - | - | - | - | - | 168 | 220 | 95 | - |  |  | 1,456 | 4,932 |
| Fresh \% * | 12\% | 30\% | 86\% | 96\% | 0\% | 0\% | 52\% | 60\% | 100\% | 100\% | 0\% | 0.0\% | 0\% | 0\% | 100\% | 100\% |  |  | 67\% | 61\% |
| Preserved \%* | 87\% | 68\% | \% | 0\% | 100\% | 100\% | 4\% | 3\% | 0\% | 0\% | 100\% | 96.0\% | 0\% | 0\% | 0\% | 0\% |  |  | 7\% | 20\% |
| Frozen \% * | 1\% | 2\% | 14\% | 4\% | 0\% | 0\% | 45\% | 37\% | 0\% | 0\% | 0\% | 4.0\% | 100\% | 100\% | 0\% | 0\% |  |  | 26\% | 19\% |

(1) Includes processed raw material from suppliers
(2) Only own production

* by net volume sold
** includes, basically, result of tangerine, pomegranate,

Results of first half year 2016

|  | Asparagus |  | Avocados |  | Peppers |  | Mangos |  | Grapes |  | Artichokes |  | Shrimp and other seafood products |  | Blueberries |  | Other* |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| USD thousands | $\begin{array}{r\|} \hline 2016 \\ \text { YTD } \end{array}$ | $\begin{gathered} 2015 \\ \text { YTD } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { YדD } \end{gathered}$ | $\begin{gathered} 2015 \\ \text { YD } \end{gathered}$ | ${ }_{2}^{2016}$ | $\begin{array}{r} 2015 \\ \text { YTD } \end{array}$ | $\begin{aligned} & 2016 \\ & \text { YTD } \end{aligned}$ | $\begin{gathered} 2015 \\ \text { YTD } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { YדD } \end{gathered}$ | $\begin{gathered} 2015 \\ \text { YTD } \end{gathered}$ | $\begin{array}{r} 2016 \\ \text { YTD } \\ \hline \end{array}$ | $\begin{gathered} 2015 \\ \text { YTD } \end{gathered}$ | $\begin{array}{r} 2016 \\ \text { YTD } \\ \hline \end{array}$ | $\begin{gathered} 2015 \\ \text { YTD } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { YדD } \end{gathered}$ | $\begin{gathered} 2015 \\ \text { YTD } \end{gathered}$ | ${ }_{2016}^{2016}$ | 2015 YTD | 2016 YTD | 2015 YTD |
| Revenues | 14,425 | 24,554 | 22,126 | 21,343 | 1,871 | 9,930 | 19,746 | 20,514 | 811 | 6,960 | 3,006 | 6,139 | 34,697 | 31,876 | 22,252 | 6,144 | 1,002 | 2,025 | 119,936 | 129,485 |
| Cost of goods sold | -19,003 | -19,923 | -14,070 | -13,290 | -2,291 | -10,872 | -15,278 | -15,636 | -1,248 | -8,718 | -2,921 | -6,328 | -32,948 | -31,936 | -10,840 | -3,423 | -1,059 | -2,618 | -99,658 | -112,744 |
| Cost of goods sold | -18,750 | -19,386 | -12,143 | -11,257 | -2,277 | -10,529 | -14,117 | -14,171 | -893 | -7,709 | -2,892 | -6,305 | -32,704 | -31,626 | -9,450 | -2,930 | -1,051 | -2,557 | -94,277 | -106,470 |
| Draw back | 265 | 831 | 620 | 907 | 40 | 328 | 506 | 687 | 10 | 114 | 72 | 244 | 945 | 1,147 | 501 | 157 | 19 | - | 2,978 | 4,415 |
| Costs associated to sales | -518 | -1,368 | $-2,547$ | -2,940 | -54 | -671 | -1,667 | -2,152 | -365 | $-1,123$ | -101 | -267 | -1,189 | -1,457 | -1,891 | -650 | -27 | -61 | -8,359 | -10,689 |
| Gross profit | -4,578 | 4,631 | 8,056 | 8,053 | -420 | -942 | 4,468 | 4,878 | -437 | -1,758 | 85 | -189 | 1,749 | -60 | 11,412 | 2,721 | -57 | -593 | 20,278 | 16,741 |
| Volumes produced (net MT) ${ }^{(1)}$ | 976 | 3,793 | 16,190 | 15,489 | - | 1,284 | 9,570 | 11,642 |  | 465 | - | 36 | 3,221 | 2,750 | 2,246 | 624 | 1,515 | 385 | 33,718 | 36,468 |
| Volumes sold (net MT) | 3,053 | 5,832 | 10,490 | 10,650 | 1,163 | 4,369 | 13,005 | 11,830 | 591 | 3,832 | 1,261 | 2,502 | 4,689 | 5,670 | 3,043 | 797 | 180 | 134 | 37,475 | 45,616 |
| Weighted Average prices (US\$ /Kg.) | 4.72 | 4.21 | 2.11 | 2.00 | 1.61 | 2.27 | 1.52 | 1.73 | 1.37 | 2.14 | 2.38 | 2.45 | 7.40 | 5.62 | 7.31 | 7.71 | 5.57 | 15.11 | 3.20 | 2.84 |
| Planted area (Ha) | 474 | 1,911 | 2,655 | 2,655 | 20 | 139 | 448 | 527 | 389 | 310 | - |  | 1,330 | 837 | 1,050 | 792 |  |  | 6,366.1 | 7,171.0 |
| Volume Harvested (MT) ${ }^{(2)}$ | 4,283 | 5,057 | 17,996 | 16,724 |  | 355 | 5,372 | 10,149 |  | 529 | - |  | 3,750 | 2,738 | 2,228 | 676 |  |  | 33,629 | 36,228 |
| Third party supply (MT) | 14 | 989 | 1,169 | 2,892 |  | 1,532 | 7,741 | 5,026 |  | - |  | 4 | 395 | 442 |  | - |  |  | 9,319 | 10,885 |
| Fresh \% * | 34\% | 43\% | 74\% | 94\% | 0\% | 0\% | 61\% | $72 \%$ | 100\% | 100\% | 0\% | 0.0\% | 0\% | 0\% | 100\% | 100\% |  |  |  | 56.0\% |
| Preserved \% * | 64\% | 53\% | \% | 0\% | 100\% | 100\% | \% | 1\% | 0\% | 0\% | 100\% | 98.0\% | 0\% | 0\% | 0\% | 0\% |  |  |  | 22.0\% |
| Frozen \% * | 2\% | 4\% | 26\% | 6\% | 0\% | 0\% | 38\% | 27\% | 0\% | 0\% | 0\% | 2.0\% | 100\% | 100\% | 0\% | 0\% |  |  |  | 22.0\% |

(1) Includes processed raw material from suppliers
(2) Only own production

* by net volume sold
** includes, basically, result of tangerine, pomegranate.


## 4. Administrative expenses

Administrative expenses decreased from USD 12.9 million in the first half of the year 2015 to USD 12.0 million in the same period of 2016. The decrease of USD 0.9 million is mainly explained by lower expenses in renting, travel, transportation and telecommunications.

|  | For the period ended |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 0 . 0 6 . 1 6}$ <br> USD $\mathbf{0 0 0}$ | $\mathbf{3 0 . 0 6 . 1 5}$ |
| USD 000 |  |  |$|$| Personnel expenses | 7,015 | 6,595 |
| :--- | ---: | :--- |
| Professional fees | 1,534 | 1,472 |
| Depreciation \& amortization | 738 | 658 |
| Maintenance | 321 | 270 |
| General services | 857 | 1,143 |
| Travel and business expenses | 203 | 374 |
| Renting of machinery and equipment | 680 | 1,304 |
| Transport and telecommunications | 328 | 445 |
| Insurance | 42 | 44 |
| Other expenses | 309 | 593 |
| Total | $\mathbf{1 2 , 0 2 7}$ | $\mathbf{1 2 , 8 9 8}$ |

## 5. Fixed Selling expenses

Fixed selling expenses decreased from USD 4.3 million in the first half of the year 2015 to USD 3.8 million in the same period of 2016 . The decrease of USD 0.5 million is mainly explained by lower general expenses, personal expenses and travel expenses. Net of an increase of insurance expenses.

|  | For the period ended |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 0 . 0 6 . 1 6}$ | $\mathbf{3 0 . 0 6 . 1 5}$ |
|  | USD 000 | USD 000 |
| Personnel expenses | 1,839 | 2,087 |
| Consulting services | 349 | 438 |
| Travel and business expenses | 293 | 457 |
| Insurance | 656 | 371 |
| General services | 349 | 789 |
| Other expenses | 329 | $\mathbf{2 0 2}$ |
| Total | $\mathbf{3 , 8 1 5}$ | $\mathbf{4 , 3 4 4}$ |

## 6. Other expense (income)

Total other expenses (income) change from net other income of USD 4.4 million in the first half of the year 2015 to net other expenses of USD 4.6 million in the same period in 2016.

Other income of the first half of the year of 2016 is mainly explained by USD 1.5 million for sale of assets, USD 0.6 million of insurance proceeds and 0.3 million from the lease of the Noragro pepper plant, among other.

Other expenses of the first half of the year 2016 is mainly explained by USD 3.8 million provisions for inventory impairment, USD 1.2 million impairment of trade accounts receivable, USD 1.1 million discontinued operations assets disposal, USD 0.5 million product in process write off, among other.

|  | For the year ended |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 0 . 0 6 . 1 6}$ | $\mathbf{3 0 . 0 6 . 1 5}$ |
|  |  |  |
|  | USD 000 | USD 000 |
| Other income | 3,371 | 7,730 |
| Other expense | $(7,978)$ | $(3,379)$ |
| Total | $(4,607)$ | 4,351 |

## 7. Property, plant and equipment

Additions is composed of part of the equipment investment program. The adjustments are principally the net cost of fixed assets from IAS-41.

|  | As of, | $\mathbf{3 0 . 0 6 . 1 6}$ |
| :--- | :--- | ---: |
|  | USD 000 |  |$|$|  | Opening net book amount as of January 1, 2016 |
| :---: | ---: |
| $(+)$ | Additions |
| $(-)$ | Write -off |
| $(-)$ | Depreciation |
| $(+/-)$ | Adjustments |
|  | Closing net book amount as June 30,2016 |
|  |  |

## 8. Other accounts receivable

Other accounts receivable increased from USD 21.4 million at December $31^{\text {st }} 2015$, to USD 22.7 million at the end of the first half year 2016, mainly due to the increase of value added tax.

| As of, | $\mathbf{3 0 . 0 6 . 1 6}$ <br> USD 000 | $\mathbf{3 1 . 1 2 . 2 0 1 5}$ <br> USD 000 |
| :--- | ---: | ---: |
| Custom duties refund - Drawback | 1,524 | 1,240 |
| Value added tax (IGV in Peru) | 7,155 | 6,169 |
| Income tax credit | 6,894 | 7,281 |
| Prepayments to suppliers | 601 | 292 |
| Doubtful accounts | 1,900 | 866 |
| Loans to employees | 319 | 209 |
| Loans to third parties | 344 | 442 |
| Deposits in guarantee | 324 | 334 |
| Subsidies | 412 | 353 |
| Other | 5,081 | 5,076 |
| Less: | $\mathbf{2 4 , 5 5 4}$ | $\mathbf{2 2 , 2 6 2}$ |
| Allowance to doubtful accounts |  |  |
|  | $\mathbf{( 1 , 9 0 0 )}$ | $\mathbf{( 8 6 6 )}$ |
|  | $\mathbf{2 2 , 6 5 4}$ | $\mathbf{2 1 , 3 9 6}$ |

## 9. Inventories

Total inventories decreased from USD 47.1 million at December $31^{\text {st }} 2015$, to USD 38.1 million by the end of the first half year of 2016. The variation of USD 9.0 million is explained mainly due to a decrease in inventory of finished products such as asparagus, mangos, peppers, shrimp and other seafood products.

| As of: | $\begin{aligned} & 30.06 .16 \\ & \text { USD } 000 \end{aligned}$ | $\begin{aligned} & 31.12 .15 \\ & \text { USD } 000 \end{aligned}$ |
| :---: | :---: | :---: |
| Finished product | 22,805 | 31,832 |
| Supplies | 11,736 | 11,385 |
| Packaging | 7,287 | 7,975 |
| Raw material and others | 2,586 | 2,186 |
| Product in process | 1,288 | 1,536 |
| In-transit raw material and supplies | 1,669 | 747 |
|  | 47,371 | 55,661 |
| Less: |  |  |
| Impairment of finished products | $(9,312)$ | $(8,559)$ |
|  | 38,059 | 47,102 |

## 10. Intangible assets

| As of: | 30.06.16 <br> USD 000 | 31.12.15 <br> USD 000 |
| :--- | ---: | ---: |
| Goodwill | 10,104 | 10,104 |
| Software | 3,994 | 3,612 |
| Other | 27 | 1 |
| Total | 14,125 | $\mathbf{1 3 , 7 1 7}$ |

## 11. Transactions with related parties

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

|  | As of |  |
| :---: | :---: | :---: |
|  | $\begin{aligned} & \hline 30.06 .16 \\ & \text { USD } 000 \end{aligned}$ | $\begin{aligned} & \hline 30.06 .15 \\ & \text { USD } 000 \end{aligned}$ |
| Empacadora de Frutos Tropicales S.A.C. |  |  |
| Sales of services | 2 | 2 |
| Purchase of services | 1,258 | 1,669 |
| Gestión del Pacifico S.A.C. |  |  |
| Sales of services | 7 | 20 |
| Purchase of services | - | 119 |
| Desarrollo Inmobiliario Mar Verde |  |  |
| Sales of services | 14 | 7,661 |
| Purchase of services | 336 | - |
| Integrity Packing S.A. |  |  |
| Sales of services | - | - |
| Purchase of supplies | 795 | - |

Amount dues / from to related parties:

|  | As of |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 0 . 0 6 . 1 6}$ | $\mathbf{3 1 . 1 2 . 1 5}$ |
|  | USD 000 | USD 000 |
|  |  |  |
| Other accounts receivable |  |  |
| Empacadora de Frutos Tropicales S.A.C | 6 |  |
| Gestión del Pacifico S.A.C. | 6 | 1 |
| Desarrollo Inmobiliario Mar Verde S.A.C. | 45 | 8 |
|  |  | 31 |
| Trade accounts payable |  |  |
| Empacadora de Frutos Tropicales S.A.C | 13 |  |
| Gestión del Pacifico S.A.C. | 2 | 570 |
| Integrity Packing S.A. | 29 | 104 |

## 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 quarter ended |  | For the period ended |  | For the year ended |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline 30.06 .16 \\ & \text { USD } 000 \end{aligned}$ | $\begin{aligned} & \hline 30.06 .15 \\ & \text { USD } 000 \end{aligned}$ | 30.06.16 USD 000 | $\begin{aligned} & \hline 30.06 .15 \\ & \text { USD } 000 \end{aligned}$ | $\begin{aligned} & \hline 31.12 .15 \\ & \text { USD } 000 \end{aligned}$ |
| EBITDA before fair value adjustment | 6,101 | 7,142 | 13,850 | 8,641 | 42,888 |
| Discontinued operations | (59) | (21) | (85) | 189 | (514) |
| Depreciation \& Amortization | $(3,469)$ | $(3,180)$ | $(6,761)$ | $(6,254)$ | $(12,686)$ |
| Amortization without IAS-41 | $(1,280)$ | $(1,506)$ | $(2,653)$ | $(2,888)$ | $(5,422)$ |
| Other income (expenses) | $(2,642)$ | $(2,040)$ | $(4,607)$ | 4,351 | $(6,016)$ |
| Change in fair value of Biological assets | 23,301 | (885) | 28,789 | 1,671 | 39,634 |
| Operating profit | 21,952 | (490) | 28,533 | 5,710 | 57,884 |
| Share of gain (loss) of associated companies | (185) | (186) | (11) | (186) | 253 |
| Finance income | 5 | (23) | 67 | 16 | 13 |
| Finance costs | $(6,029)$ | $(6,153)$ | $(12,114)$ | $(12,505)$ | $(24,969)$ |
| Currency translation differences | (325) | (262) | 80 | $(3,044)$ | $(5,222)$ |
| Profit before income tax | 15,418 | $(7,114)$ | 16,555 | $(10,009)$ | 27,959 |

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#### Abstract

About CAMPOSOL CAMPOSOL is the leading agro industrial company in Peru, the first producer of avocados and soon the first producer of blueberries in the world. It is involved in the harvest, processing and marketing of high quality agricultural products such as avocados, asparagus, blueberries, grapes, mangos, tangerines and shrimp; which are exported to Europe, the United States of America and Asia. CAMPOSOL is a vertically integrated company located in Peru, offering fresh and frozen products. It is the third largest private employer of the country, with more than 13 thousand workers in high season, and is committed to support sustainable development through social responsibility policies and projects aimed to increase the shared-value for all of its stakeholders. CAMPOSOL was the first Peruvian agro industrial company to present annual audited Sustainability Reports 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


[^0]:    * Includes results from discontinued operations.

[^1]:    * Non audited
    ** Audited

[^2]:    * Non audited
    ** Audited

[^3]:    * Non-audited

