



INTEGRATED REPORT

2018

We nurture
the good things in life
every day

Acknowledgments

We would like to thank all Agrosuper S.A. business units that actively participated in the compilation and provision of information for preparation of this Integrated Report.

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INTEGRATED
REPORT

2018

We nurture
the good things in life
every day



| Welcome message |

At Agrosuper, we want to “nurture the good things in life every day” with experiences that respond to our customers’ needs, integrating business aspects and global food trends at every stage of the process.

In 2018, we saw an opportunity to further consolidate the aquaculture industry through the purchase of Friosur and the start of the acquisition process for AquaChile, which culminated in January 2019. These operations will enable us to integrate food safety and quality processes, experience, technology and innovation in the preparation of salmon products.

In keeping with sustainability trends, through this Integrated Report, we declare our commitment to the Sustainable Development Goals (SDGs), connecting our purpose with nine of the sixteen challenges proposed by the United Nations, reporting on our projects and their relationship with the SDGs and inviting our stakeholders to participate in this task.

Our employees have been a cornerstone in each of these stages, positioning Agrosuper as a global company with a presence in over sixty countries and a portfolio of over 2,000 products. We have implemented training initiatives and care for individuals and working environments to promote the development of our human team, and are constantly concerned with strengthening team integration and safety in the workplace.

Last year was full of achievements and we also faced many challenges. I would like to thank the preference of millions of people who choose us and share their tables with us every day. I also extend my thanks to all of you who form part of this family for your commitment and participation and invite you to take our sustainable management even further, so we can continue to produce food with the highest quality standards.



Gonzalo Vial V.

Chairman of Agrosuper S.A.

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AGROSUPER

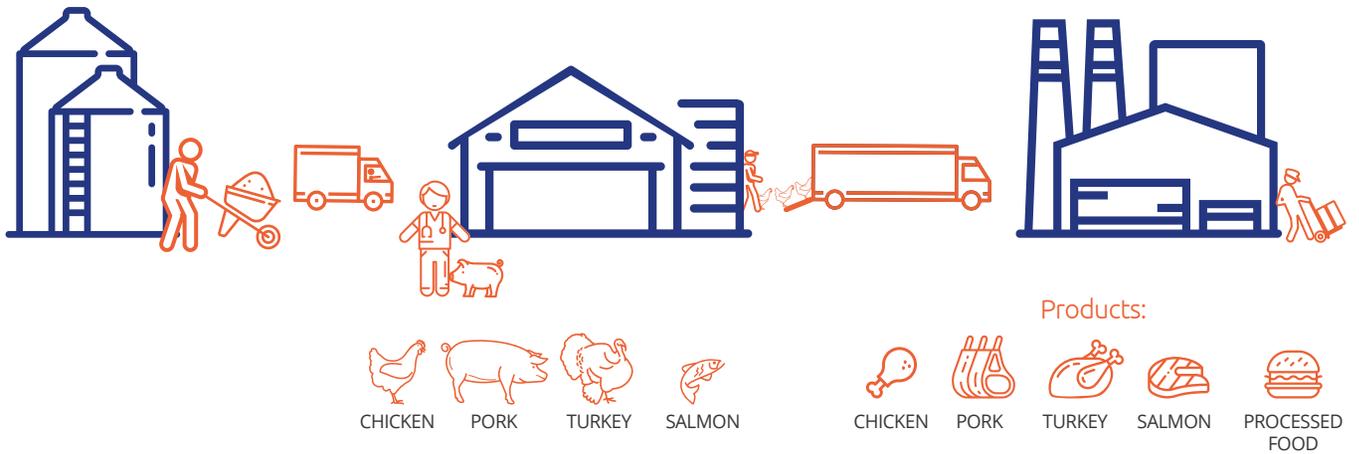


01 |

About Agrosuper

We are a company that manufactures and sells chicken, pork, turkey, salmon and processed food.* Our production process includes factories where we prepare feed for our animals, breeding farms, process plants, distribution centers and business offices, with a widespread portfolio of products for our customers and consumers in Chile and around the world.

GRAIN FEED → BREEDING → PRODUCTION



14,715
Employees
in 2018



8,833
Suppliers



60,343
Customers



USD **6.17** MM
Investment in
Social Programs

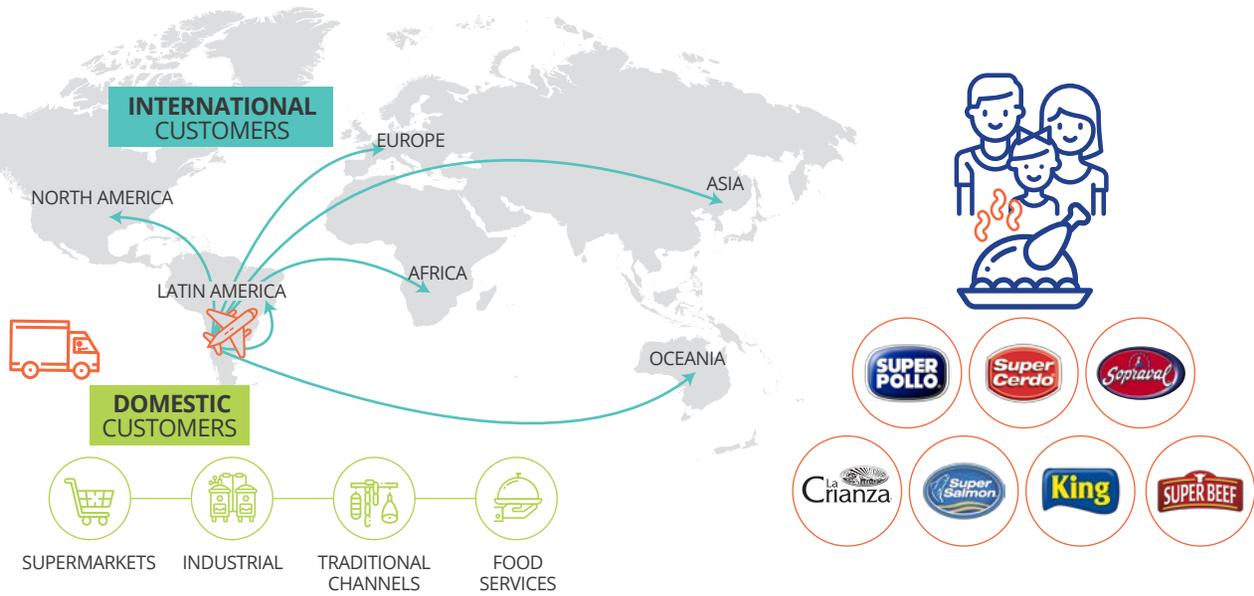
* Hamburgers, nuggets, hot dogs, croquettes, pizzas, meat pies, ham, cold cuts, among others.

USD 2,382 MM

Total Sales

SALE & DISTRIBUTION

CONSUMERS



USD **63.4** MM
Environmental Investment



+2,030
Products



USD **1,329** MM
Revenues from Domestic Sales



USD **1,053** MM
Revenues from International Sales

Our purpose contributes to sustainable development

Sustainable development is at the core of everything we do, which is why we have declared our commitment to 9 of the 17 Sustainable Development Goals (SDGs), which are applicable to our activity and represent the global challenges and goals we must reach by 2030 according to the United Nations.

The SDGs will govern our Sustainability Policy through our purpose, which is to “nurture the good things in life every day” and its three pillars: “always do things better” in the economic, social and environmental area; promote a “spirit of growth” in our employees, suppliers and the environment in which we operate; and invite our customers, consumers and community to “enjoy life.”



OUR CONTRIBUTION TO THE SDGS



We have incorporated improvements in production that enable us to reduce and manage the impacts of our operation, as well as food waste, which we now give through a food network known as Red de Alimentos.

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We promote healthy nutrition and lifestyles for children, parents and guardians where our productive facilities are located through the "Súper Sano" program.

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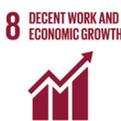
We provide quality education at no cost to over 900 students through Colegio Los Cipreses, supported by Fundación Agrosuper.

(Page 89)



We innovate in the way that we use, optimize and recycle our water consumption through different investments.

(Page 70)



We promote local employment and development in the areas where our productive facilities are located.

(Page 29)



To improve all aspects of our process, we are constantly innovating to reduce the external impacts of our operation.

(Page 70)



We strive to take our products to all corners of the planet. Likewise, in a circular economy approach, we use bio-fertilizer to contribute to improving soil and stimulating the production of thousands of small farmers throughout the country.

(Page 74)



We are committed to life below water and its care. Through different initiatives, in conjunction with WWF, many of our centers have been certified by the Aquaculture Stewardship Council (ASC).

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This economic, social and environmental commitment goes hand in hand with a transparent management, whose maximum expression is the publication of this document that shows our accountability on these issues.

(Integrated Report 2018)

Sustainability strategy management

Our sustainable management model enables us to integrate, measure and follow up on the key economic, social and environmental indicators of our business.

We have a Sustainability Committee that meets on a monthly basis and controls each of the initiatives implemented to add value for each of our stakeholder groups.

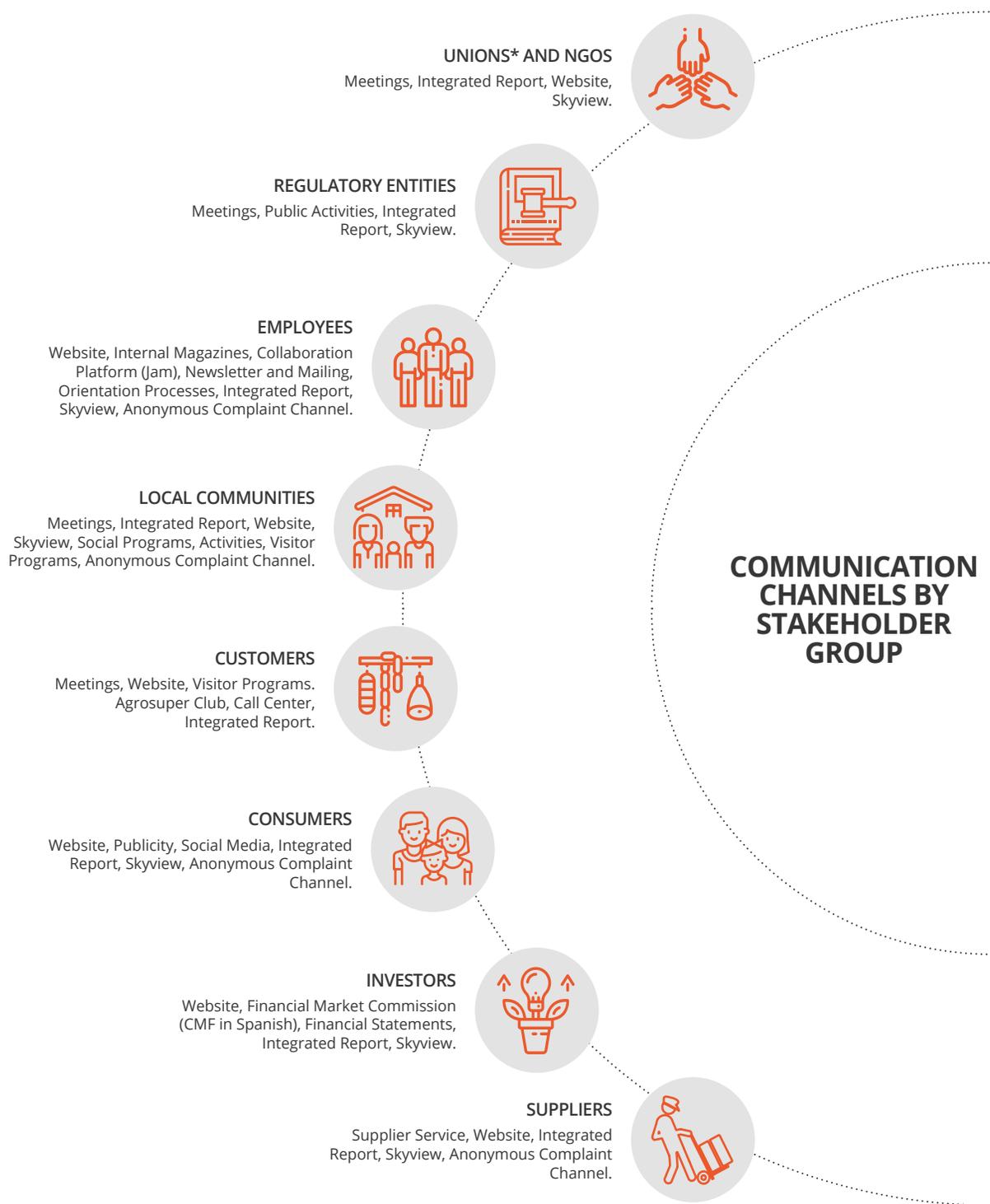


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Committee
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Reviews





* Agrosuper belongs to the following associations: Salmón Chile, Chilecarne, Asprocer, Anic, Agip, AB Alimentos, Empresas Conscientes and Acción Empresas.

2018 economic and financial summary

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

USD M	Dec-18	Dec-17	var. %
Total current assets	1,246,606	1,146,096	8.8%
Property, plant and equipment	1,168,202	1,151,035	1.5%
Total non-current assets	1,535,306	1,413,275	8.6%
Total assets	2,781,912	2,559,370	8.7%
Total current liabilities	445,759	368,242	21.1%
Total non-current liabilities	608,485	412,523	47.5%
Non-controlling interest	1,058	1,220	-13.3%
Total equity	1,727,668	1,778,605	-2.9%
Total liabilities and equity	2,781,912	2,559,370	8.7%
USD M	Dec-18	Dec-17	var. %
Net financial debt	404,368	116,479	247.2%

CONSOLIDATED INCOME STATEMENT PER FUNCTION

USD M	Dec-18	Dec-17	var. %
Income from ordinary activities	2,381,726	2,555,926	-6.8%
Cost of sales	-1,721,749	-1,783,592	-3.5%
Gross profit before fair value	659,977	772,334	-14.5%
% on income	27.7%	30.2%	
Fair value of biological assets harvested and sold	-107,294	-92,547	15.9%
Fair value of biological assets for the year	115,843	105,296	10.0%
Gross Profit	668,527	785,082	-14.8%
Other expenses by function	-961	-4,003	-76.0%
Distribution expenses	-322,792	-323,762	-0.3%
Administrative expenses	-49,122	-52,244	-6.0%
Net operating income	295,652	405,074	-27.0%
% on income	12.4%	15.8%	-21.7%
Other income (expenses)	-9,087	-34,156	-73.4%
Financial income	3,863	4,786	-19.3%
Financial expenses	-12,555	-10,588	18.6%
Share of the company in associated losses counted as per share	-56	309	-118.2%
Exchange differences	-2,792	-1,667	67.4%
Expenses per income tax	-62,663	-89,533	-30.0%
Earnings	212,362	274,226	-22.6%
% on income	8.9%	10.7%	
USD M	Dec-18	Dec-17	var. %
Depreciation and amortization	103,338	104,590	-1.2%
EBITDA	398,990	509,664	-21.7%
% on income	16.8%	19.9%	

STATUS OF CONSOLIDATED CASH FLOW

USD M	Dec-18	Dec-17	var. %
Total net cash flows provided by (used in) operating activities	175,080	379,108	-53.8%
Net cash flow from (used in) investment	-364,160	-181,652	100.5%
Net cash flow from (used in) financing activities	162,528	-268,022	-160.6%
Effect of exchange rate changes on cash and	0	0	-
Increase (decrease) in cash and cash equivalents	-26,552	-70,566	-62.4%
Cash and cash equivalents beginning of the year	130,723	218,304	-40.1%
Cash and cash equivalents at end of period	104,171	147,739	-29.5%

FINANCIAL RATIOS

	Dec-18	Dec-17
Indebtedness (a)	0.6x	0.4x
Net financial debt (b)	0.2x	0.1x
Coverage of financial expenses (c)	31.8x	48.1x
Net financial debt / EBITDA (d)	1.0x	0.2x
Current liabilities / creditors equity (e)	0.4x	0.5x
Short term financial debt / total financial debt (f)	0.2x	0.3x
Return on equity (g)	12.3%	15.4%

(a) *Indebtedness = (Total current liabilities + Total non-current liabilities) / (Total equity)*

(b) *Net financial debt = (Other current financial liabilities + Other non-current financial liabilities - Cash and cash equivalents to the end of the year) / (Total equity)*

(c) *Coverage of financial expenses = EBITDA (last twelve months) / Financial costs (last twelve months)*

(d) *Net financial debt / EBITDA = (Other current financial liabilities + Other non-current financial liabilities - Cash and cash equivalents to the end of the year - Active part of derived contracts) / EBITDA (last twelve months)*

(e) *Current liabilities / creditors equity = Total current liabilities / (Total current liabilities + Total non-current liabilities)*

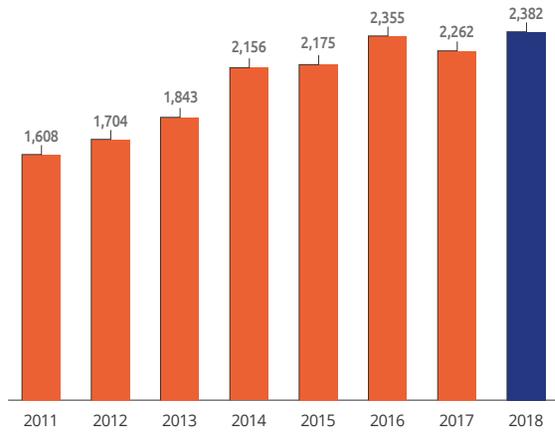
(f) *Short term financial debt / Total financial debt = Other current financial liabilities / (Other current financial liabilities + Other non-current financial liabilities)*

(g) *Return on equity = Earnings (last twelve months) / Total equity*



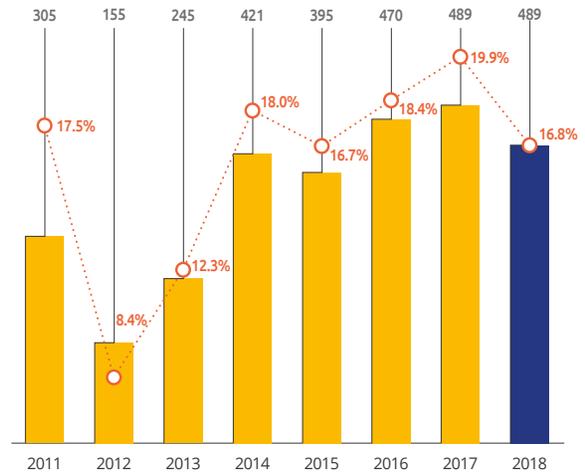
Summary of financial indicators

INCOME PER SALE
(USD MM)



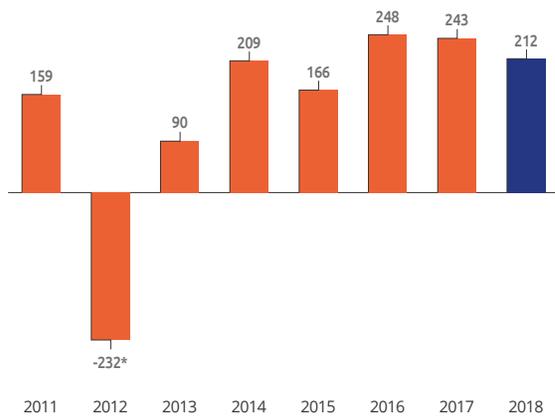
Source: Agrosuper
Note: Values do not include fair value.

EBITDA AND EBITDA MARGIN
(USD MM)



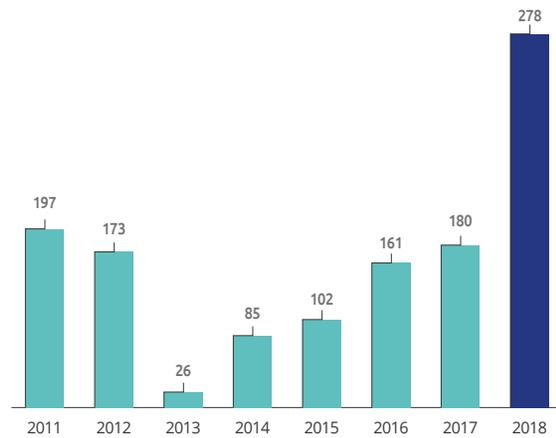
Source: Agrosuper
Note: Margin calculated on income per sale with no fair value.

PROFIT FOR THE YEAR
(USD MM)



Source: Agrosuper
* Indefinite paralysis of Valle del Huasco project

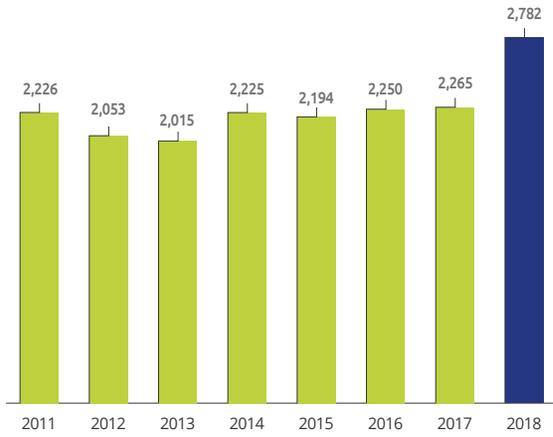
LEVEL OF INVESTMENT
(USD MM)



Source: Agrosuper

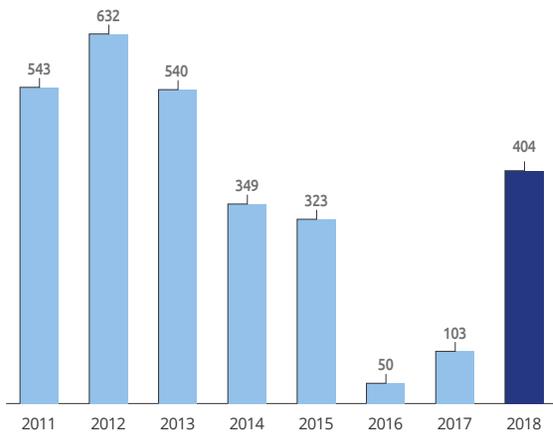
Note: Values expressed in each chart are for nominal weight.

TOTAL ASSETS
(USD MM)



Source: Agrosuper

NET TOTAL FINANCIAL DEBT
(USD MM)

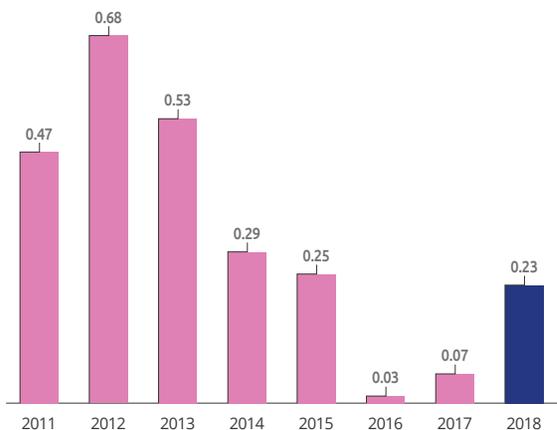


Source: Agrosuper





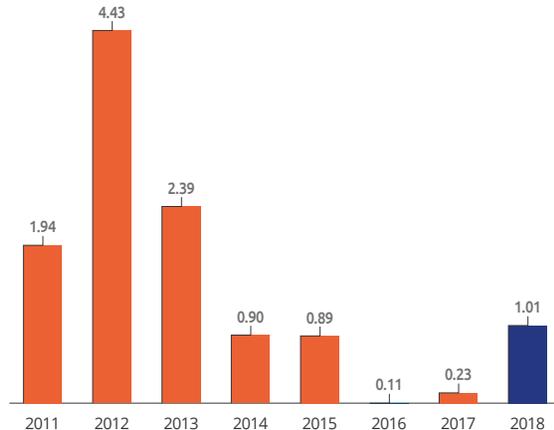
RATIO OF NET FINANCIAL DEBT



Source: Agrosuper

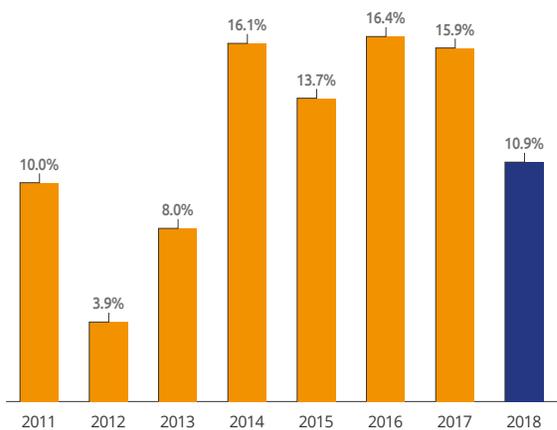
Note: Net financial debt = (Current financial liabilities + Non-current financial liabilities - Cash and cash equivalents at the end of the period) / (Total equity)

RATIO OF NET FINANCIAL DEBT/EBITDA



Source: Agrosuper

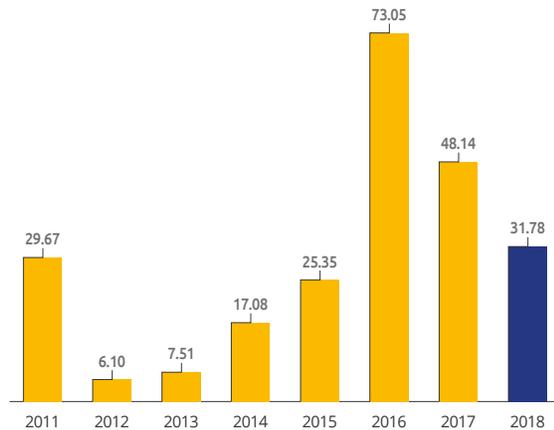
RETURN ON CAPITAL EMPLOYED (ROCE)



Source: Agrosuper

Note: ROCE = (Operating profit last twelve months) * (1 - Notional tax) / Capital employed

COVERAGE OF FINANCIAL EXPENSES



Source: Agrosuper

Note: Coverage of financial expenses = EBITDA (last twelve months) / Financial expenses (last twelve months)

Economic contribution to stakeholders

The economic value created and distributed shows our contribution to the social and environmental development of the areas where we operate. In other words, the value creation of Agrosuper that is shared and distributed to its main stakeholders, corresponding to the years 2017-2018.

USD MM	2018	2017	Var. %
Income per business activities	2,381.7	2,555.9	-6.8%
Financial income	3.9	4.8	-19.3%
Capital contribution	0.0	0.0	
Income from sale of property, plant and equipment	1.4	0.7	111.6%
Other income not from operations	12.5	5.0	151.7%
Economic value generated	2,400	2,566	-6.5%
Operating expenses	1,727.0	1,783.0	-3.1%
Expenses for benefits given to personnel	305.5	315.4	-3.2%
Others expenses not from operations	19.1	29.8	-36.0%
Investment and contribution to communities	6.17413	12.1	-48.9%
Investment and contribution to the environment	63.438	79.0	-19.7%
Invested capital	246.7	179.3	37.6%
Tax expenses	62.7	89.5	-30.0%
Financial expenses	12.6	10.6	18.6%
Dividends	69.8	267.1	-73.9%
Investment to obtain control of	113.0	0.0	
Economic value distributed	2,626	2,766	-5.1%
Economic value retained	-226	-200	13.4%





OUR PEOPLE



02 |

OUR PEOPLE

IN NUMBERS



14,715

EMPLOYEES



4.4%

Compared with 2017

UNIONIZATION



Employees unionized



11,567

People employed by contractors



484,189

Total training hours



2%

Compared with 2017



8,833
Suppliers

AVERAGE PAYMENT SME



NEW
AGROSUPER SUPPLIER
PORTAL

4,780
Suppliers registered
in 2018



**ANONYMOUS
COMPLAINTS**



86%
Compared with 2017



94%
trained in
anti-corruption and
crime prevention



Increase or decrease over the prior period

Employee profile

(SDG 8)

At Agrosuper, people are the cornerstone of the organization and its greatest wealth. Everyone contributes with their talent, knowledge, commitment, effort, innovative spirit and excellence in each of their daily activities. Our culture and values govern our actions and leave our mark, one that always strives to do things better, with a spirit of growth and development and enjoyment of life, with the firm conviction to make food of the highest quality for our consumers in Chile and around the world.



14,715

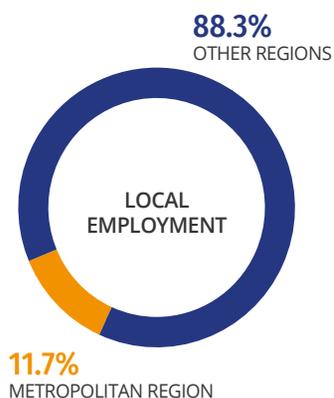
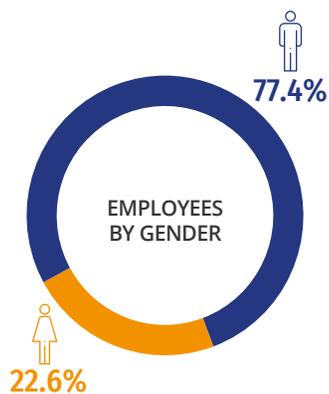
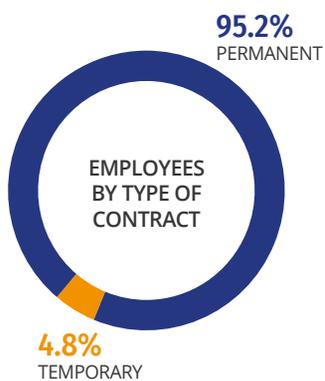
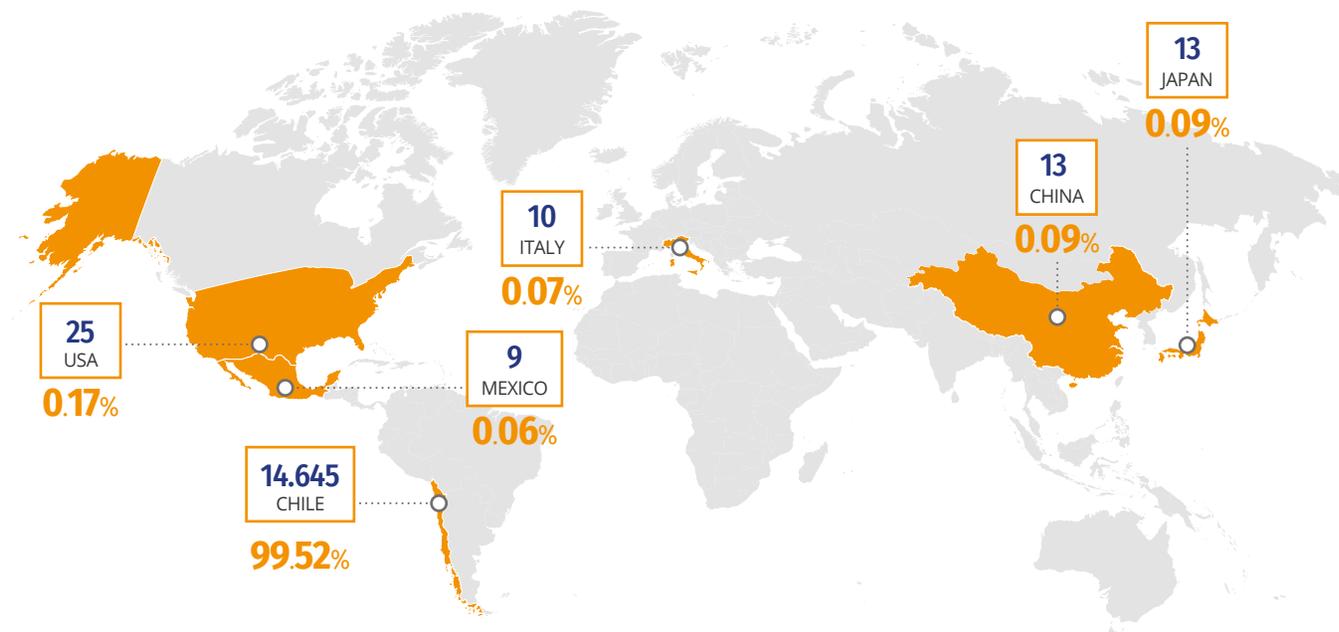
Employees

3,008

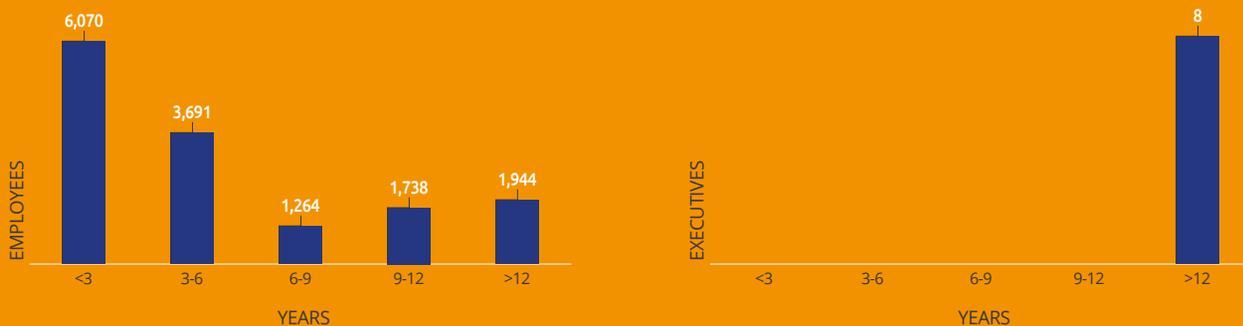


10,511

EMPLOYEES BY COUNTRY



NUMBER OF PEOPLE BY YEARS OF SERVICE



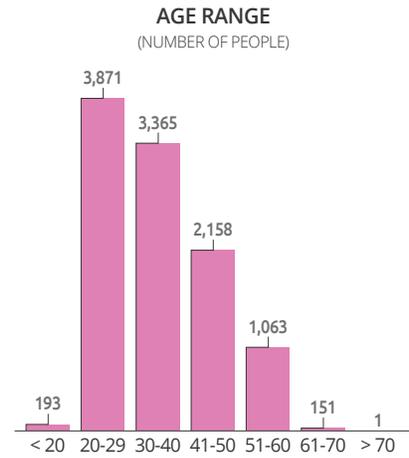
* This only considers managers who report to the Chief Executive Officer

OPERATORS

Mostly physical labor related directly to business activities.



MAIN NATIONALITIES

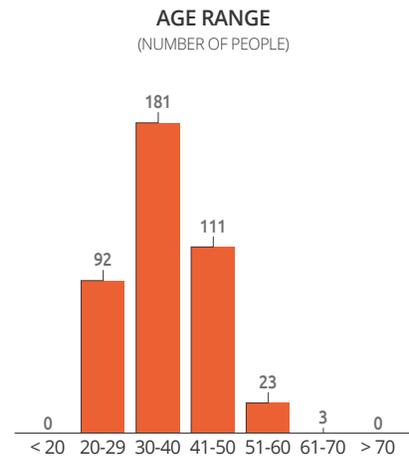


SALES STAFF

Directly responsible for product sales.



MAIN NATIONALITIES

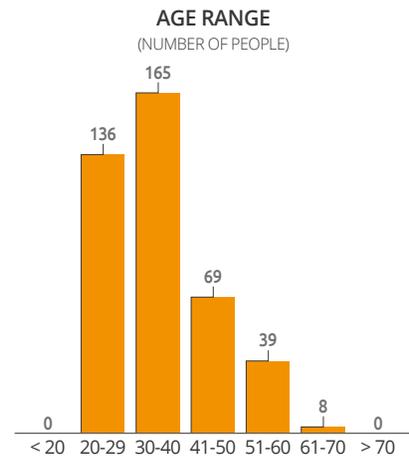


ADMINISTRATIVE

Mostly tasks such as accounting, data processing, cash operations, etc.



MAIN NATIONALITIES

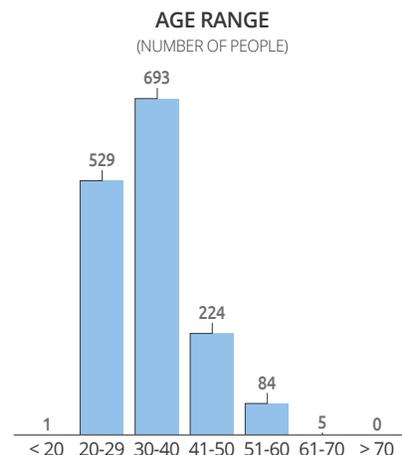


PROFESSIONALS

Highly skilled with specific knowledge.



MAIN NATIONALITIES

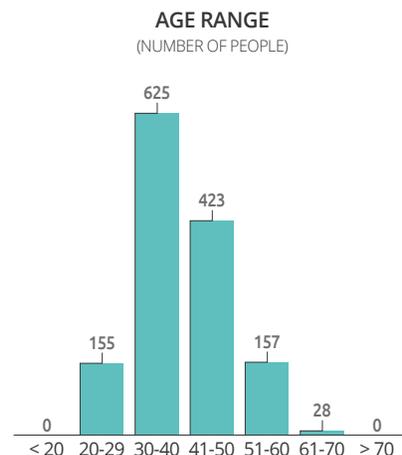


SUPERVISORS

People who supervise others and perform tasks with a high degree of team leadership.



MAIN NATIONALITIES

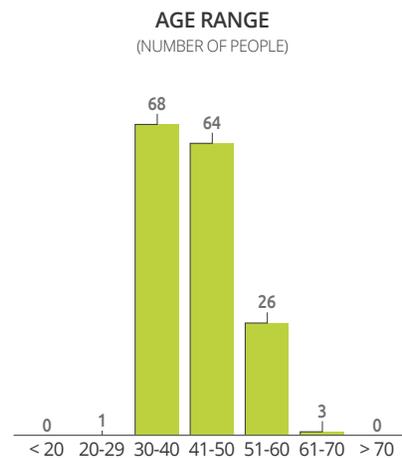


EXECUTIVES

Chief Executive Officer, Unit Managers, Managers and Deputy Managers.



MAIN NATIONALITIES



Comprehensive Care, Health and Safety

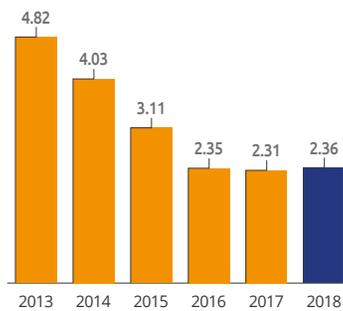
(SDG 3, SDG 8)

We aim to create safe and healthy working conditions and environments that guarantee the physical and psychological safety of our employees, integrating this as a value that aims to contribute to their wellbeing and quality of life in the personal, family, social and professional areas.

We have a Participative and Collaborative Risk Management Model that takes a multidisciplinary approach to care factors through working committees on comprehensive health, ergonomics, psychosocial factors and heritage preservation, among others. These opportunities involve the participation of employees, joint committee members, area leaders, benefit societies and technical experts.

ACCIDENTS

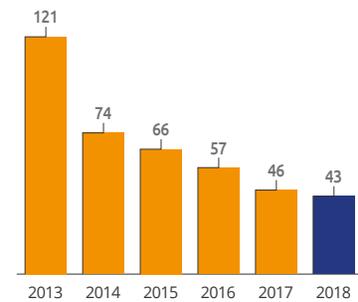
ACCIDENT RATE
(NUMBER OF ACCIDENTS PER EVERY 100 EMPLOYEES)



2.16%

Compared with 2017

LOST WORKDAY RATE DUE TO ACCIDENTS
(NUMBER OF LOST WORKDAYS DUE TO ACCIDENTS PER EVERY 100 EMPLOYEES)



6.52%

Compared with 2017

TOTAL ACCIDENTS

334
2016

320
2017

340
2018

TOTAL LOST WORKDAYS DUE TO ACCIDENTS



8,149
2016

6,487
2017

6,149
2018

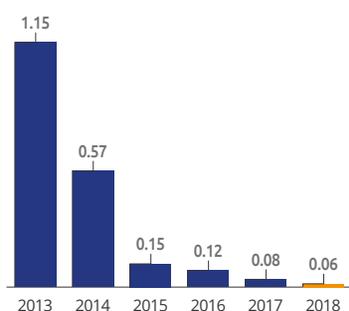


5.21%

Compared with 2017

ILLNESSES

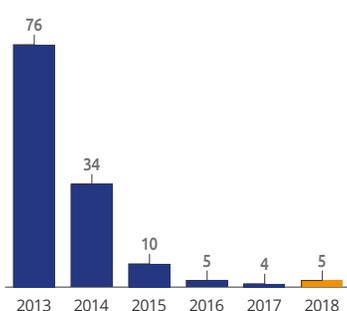
OCCUPATIONAL ILLNESS RATE
(CASES OF ILLNESS PER EVERY 100 EMPLOYEES)



25%

Compared with 2017

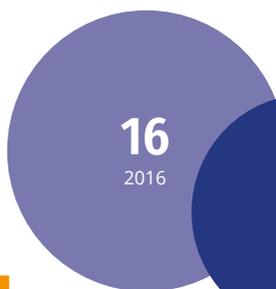
LOST WORKDAY RATE DUE TO ILLNESSES
(NUMBER OF LOST WORKDAYS DUE TO ILLNESS PER EVERY 100 EMPLOYEES)



25%

Compared with 2017

TOTAL OCCUPATIONAL ILLNESSES



11.11%

Compared with 2017

TOTAL LOST WORKDAYS DUE TO OCCUPATIONAL ILLNESS

702
2016

606
2017

780
2018

OUR COMMITTEES



56

JOINT COMMITTEES

4%

Compared with 2017

11

Average members per committee

10%

Compared with 2017

4%

Percentage of staff

Same as 2017



28

PSYCHOSOCIAL COMMITTEES

100%

Compared with 2017

5

Average members per committee

38%

Compared with 2017

0.94%

Percentage of staff

6%

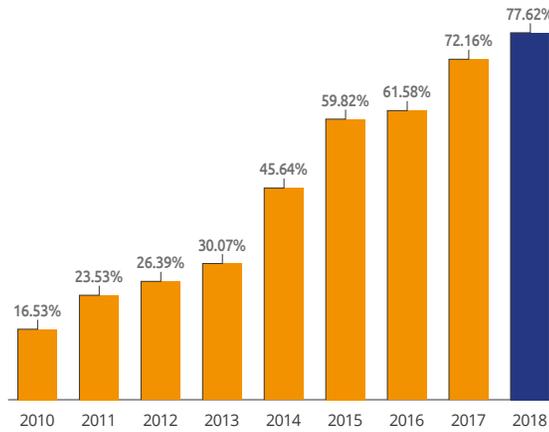
Compared with 2017

Collaborative Labor Relationships (SDG 8)

We build bonds of trust, close dialog and collaborative relationships with every relevant employee group (unions, joint committees and solidarity funds).

We foster direct and open dialog between union leaders and the company, prioritizing positive relationships and strengthening a timely management of partners' needs and business variables.

UNIONIZATION



8%

Compared with 2017

UNIONIZATION INDICATORS



52

Unions



16%

Compared with 2017

11,422

Associates



12%

Compared with 2017



88%

Employees covered by collective bargaining agreements



1%

Compared with 2017

84

Collective bargaining agreements



19%

Compared with 2017

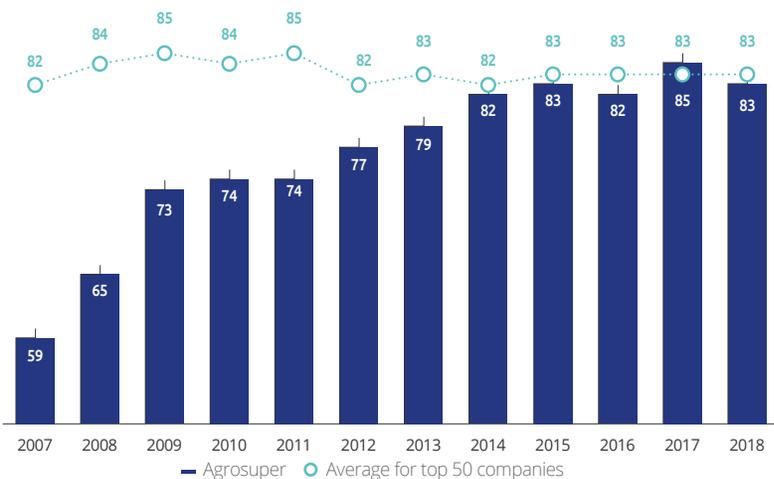


Working Environment

One of the biggest challenges we set for ourselves is the promotion of working environments based on trust and respect, in comfortable and collaborative spaces that stimulate creativity, close dialog and teamwork.

According to the Great Place to Work Survey 2018, we placed among the top 50 Chilean companies.

2018 GREAT PLACE TO WORK SURVEY RESULTS*



*Agrosuper uses this tool internally and does not participate in the public ranking, as per corporate guidelines.

TRAINING



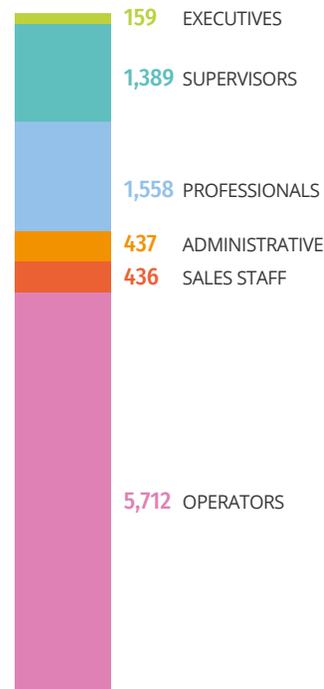
484,189

Total training hours

2%

Compared with 2017

NUMBER OF PEOPLE TRAINED PER TYPE OF POSITION



Corporate Governance

Board of Directors

There are 6 members of the Board of Directors, one is female and five are male. The Board was re-elected for an additional three-year term at the Ordinary Shareholders Meeting held on April 24th, 2017. The current members of the Board have been in their positions for between seven and ten years. They do not participate in management of the company or its property, with the exception of the chairman. They hold ordinary sessions once a month to analyze and resolve relevant issues and call extraordinary sessions as required by the business.



Gonzalo Vial V.
3.806.024-4
Chairman of the Board of Directors
Businessman and Founder of Agrosuper

Fernando Barros T.
6.379.075-3
Vice Chairman of the Board of Directors
Attorney

Verónica Edwards G.
7.051.999-2
Member of the Board of Directors
Business Engineer

Antonio Tuset J.
4.566.169-5
Member of the Board of Directors
Business Engineer

Canio Corbo L.
3.712.353-6
Member of the Board of Directors
Civil Engineer

Juan Claro G.
5.663.828-8
Member of the Board of Directors
Businessman

Average age

72
years

All directors are
Chilean

Years on the board
varies between

7 and **10** years

Corporate Managers

Our managers report directly to the Chief Executive Officer, who reports periodically to the Board of Directors. Corporate management is composed of seven Chilean males.



* Position start date.

Board of Directors' Committees

We have two working committees that meet periodically to address issues related to the financial audit and corporate risks.



Audit Committee

This committee examines the internal audit plan and reviews the company's financial statements.

Members

Fernando Barros, Canio Corbo and Antonio Tuset.



Risk Committee

This committee reviews the company's risk areas and internal control policies twice a year.

Members

Fernando Barros, Verónica Edwards and Juan Claro.

BOARD OF DIRECTORS' COMPENSATION

Name	Position	12.31.2018		12.31.2017	
		Board Attendance Fee USD M	Profit Sharing USD M	Board Attendance Fee USD M	Profit Sharing USD M
Mr. Gonzalo Vial Vial	Chairman	168.79	281.84	186.65	365.63
Mr. Fernando Barros Tocornal	Vice Chairman	126.59	211.38	139.99	274.23
Mr. Antonio Tuset Jorratt	Director	84.39	140.92	93.33	182.82
Mr. Canio Corbo Lioi	Director	84.39	140.92	93.33	182.82
Ms. Verónica Edwards Guzmán	Director	84.39	140.92	93.33	182.82
Mr. Juan Claro González	Director	84.39	140.92	93.33	182.82
Total		439,743.00	734,290.00	699.94	1,371.13

Exchange Rate 694.77

Exchange Rate 614.75

Main Executive Committees

At Agrosuper we have three executive committees, which are responsible for analyzing topics related to sustainability, crisis management and ethics compliance.



Sustainability Committee

Reviews and updates financial indicators and compliance with the sustainability strategy on a monthly basis. It is made up of the Chief Executive Officer and different unit managers.



Crisis Committee

This committee assesses different scenarios, criteria and procedures in the event of crisis. It is made up of the Chief Executive Officer, Legal Manager and Corporate Affairs and Sustainability Manager.



Conduct Committee

This committee oversees operations and compliance with the ethics management system. Its members include the Chief Executive Officer, Legal Manager and managers of all business units.

SALARIES OF MAIN EXECUTIVES

Annual bonuses for the main executives are contract-based and variable, and they depend on meeting individual and consolidated goals, based on annual results. Neither executives nor employees participate in post-employment benefit plans.

	12.31.2018 USD M	12.31.2017 USD M
Wages and salaries	2,976.83	3,286.97
Social security and other social benefits	26.65	30.53
Salaries of key management personnel	3,003.48	3,317.50

Exchange Rate 694.77

Exchange Rate 614.75

There was no severance pay for years of service.

| Ethics and compliance |

We have a cross-cutting policy based on three fundamental pillars that enable us to set our practices to the highest standards, establishing the necessary controls for their compliance within a context of transparent management in accordance with current legislation.



Business Code of Conduct

This is a guide that promotes a conduct centered on the ethics and integrity of people in terms of environmental protection, legal compliance, non-discrimination and the protection of life and safety in the workplace, among others, with the aim of achieving transparent and excellent management.



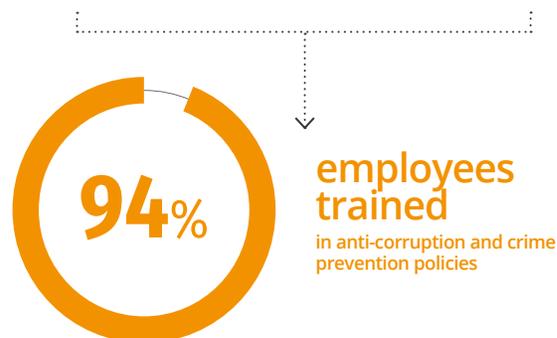
Crime Prevention Model

This is a program that supervises company activities related to compliance with Law 20.393 on criminal liability for legal entities, to prevent crimes of bribery, asset laundering, terrorism financing, reception of stolen goods, inappropriate business dealings, corruption among individuals, misappropriation and unfair management, through different training tools such as e-learning, brochures and in-person talks.



Free Competition Compliance Program

This policy explains the criteria for due diligence and ethical actions for all Agrosuper directors and employees regarding compliance and best practices in issues of free competition, as per the provisions of Decree Law N° 211.



Both the Crime Prevention Model and the Free Competition Compliance Program involve periodical training activities through e-learning courses, brochures and in-person talks.



SECOND PLACE IN TRANSPARENCY RANKING

Agrosuper placed second in TRAC - Chile 2018 (Transparency in Reporting on Anticorruption) prepared by the Chilean chapter of Transparency International, which measures the level of corporate information published by Chilean companies with operations in at least one foreign country.

The ranking looks at 26 data standards related to the dissemination of a company's anti-corruption policies, its organizational transparency (structure) and financial information for each country of operation.

Agrosuper scored 84.9% in compliance, with 100% in the dimension related to the publication of suggested information on consolidated and non-consolidated subsidiaries.



ETHICS MANAGEMENT SYSTEM



88

Complaints Filed



4%

Compared with 2017

VERIFICATION PROCESS

- Survey
- Investigation
- Corroboration

52

Corroborated complaints



86%

Compared with 2017

ANALYSIS PROCESS

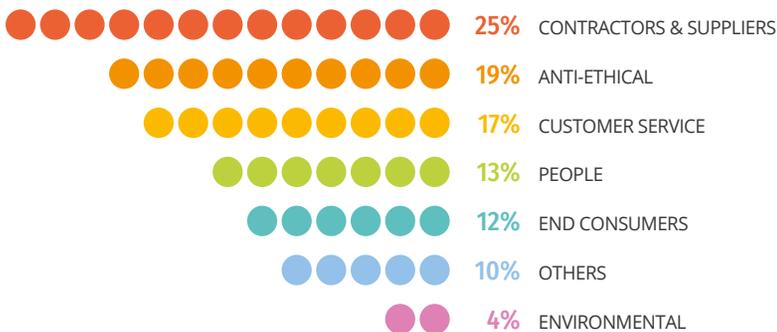
- Record
- Filter
- Verification

WHEN DETECTING AN IRREGULARITY

How to file an anonymous complaint:

-  Visit www.agrosuper.com/denuncias
-  Call toll free **800 331 600**
-  Write to denunciasanonimas@agrosuper.com

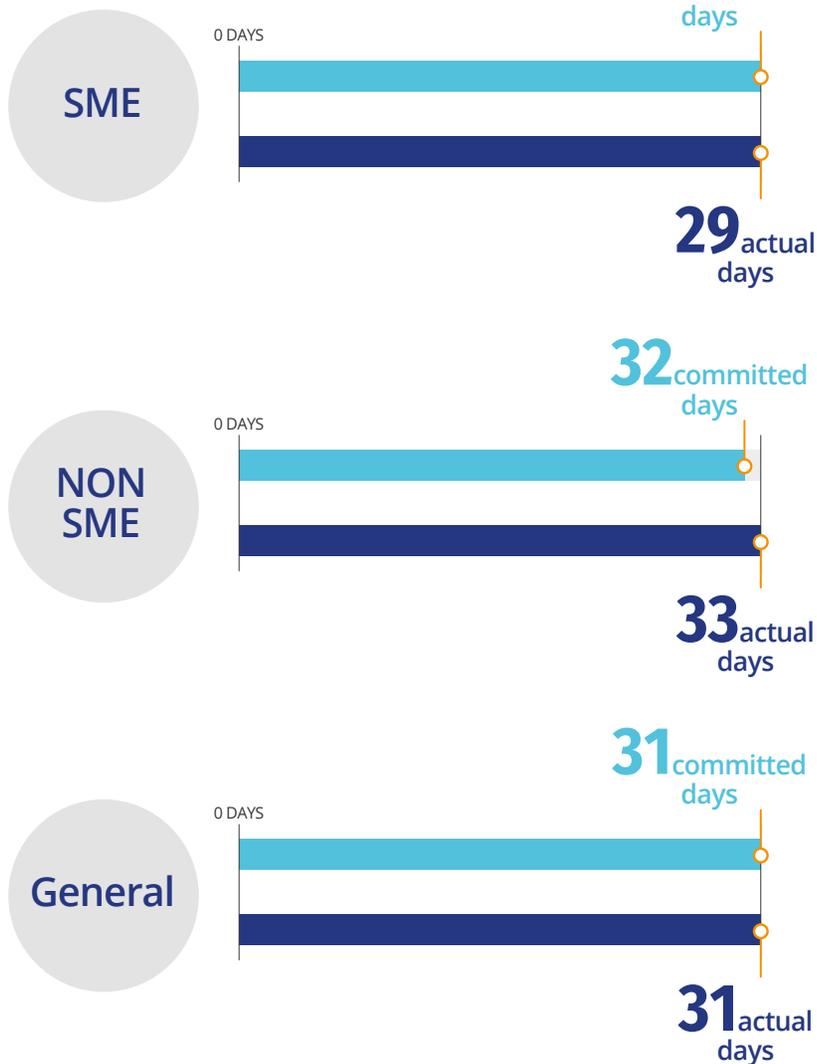
CATEGORIZATION OF VERIFIED COMPLAINTS



Suppliers

Our suppliers are vital to attaining our organizational goals and we hope to join forces with them to contribute to the economic and social development of our communities. To achieve this objective, we give preference to suppliers who come from the communities where we operate, thereby ensure the creation of local shared value.

AVERAGE PAYMENT TIME 2018



8,833
Suppliers

Main Suppliers

- Agrograin Ltda.
- Cargill Inc.
- Louis Dreyfus Commodities Suisse S.A.
- Cofco Resources S.A.
- Bunge Latin America, Ll.c.
- Cargill Americas, Inc.
- Veterquímica S.A.
- BRF S.A.
- Losur BV Sucursal Uruguay
- Constructora Inarco S.A.
- Camilo Ferron Chile S.A.
- C Vale - Cooperativa Agroindustrial
- Graneles de Chile S.A.
- Alimentos Marinos S.A.
- Envases Impresos S.A.
- Patricio Soto A y Cia. Ltda.
- Kabsa S.A.
- Intervet Veterinaria Chile Ltda.
- International Paper Cartones Ltda.
- Marfrig Chile S.A.
- Quimpac S.A.
- Compañía de Petróleos de Chile (COPEC)
- Orizon S.A.
- Comercial Cerrillos S.A.

Note: No supplier represents more than 10% of all purchases during 2018.



New Supplier Portal

We implemented a new online channel for our suppliers, which enables them to process their contact information, invoices and payments more quickly and efficiently. The portal also has a frequently asked questions section and a contact form.

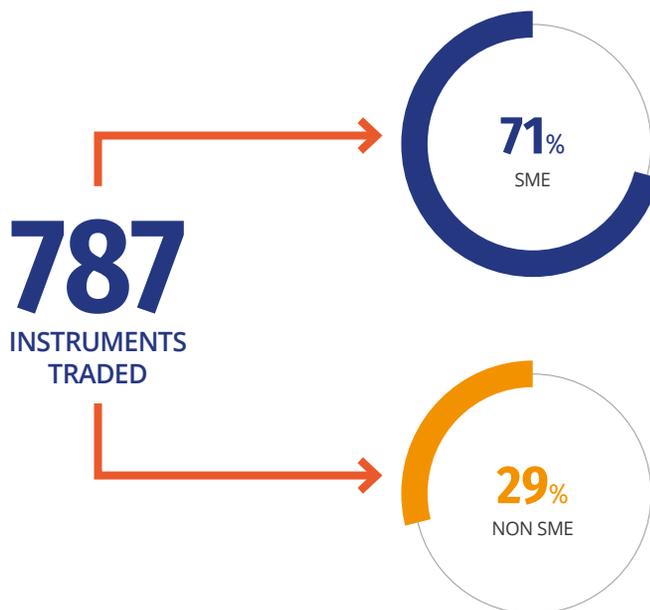
4,780

Companies registered in the portal

Product Market Agreement

This agreement helps Agrosuper's suppliers to obtain financing with below-market interest rates, thanks to the support of our company.

The Product Market engages in this process through authorized brokers, who trade instruments and find investors for our suppliers' invoices..





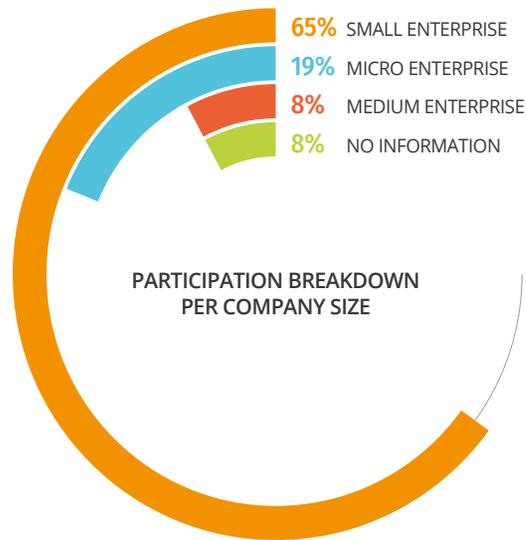
CONECTEMOS

First Supplier Meeting

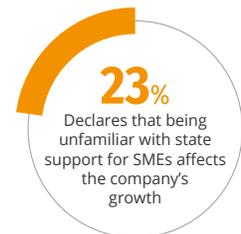
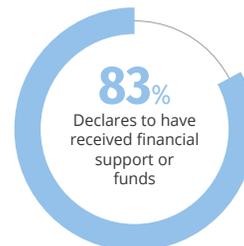
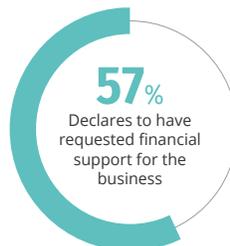
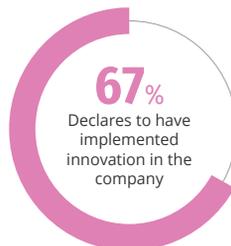
This activity included the participation of 104 companies from the Santiago Metropolitan Region and the O'Higgins Region, and addressed issues related to customer loyalty, supplier support initiatives and use of the Product Market, through presentations given by different areas of the company.

104

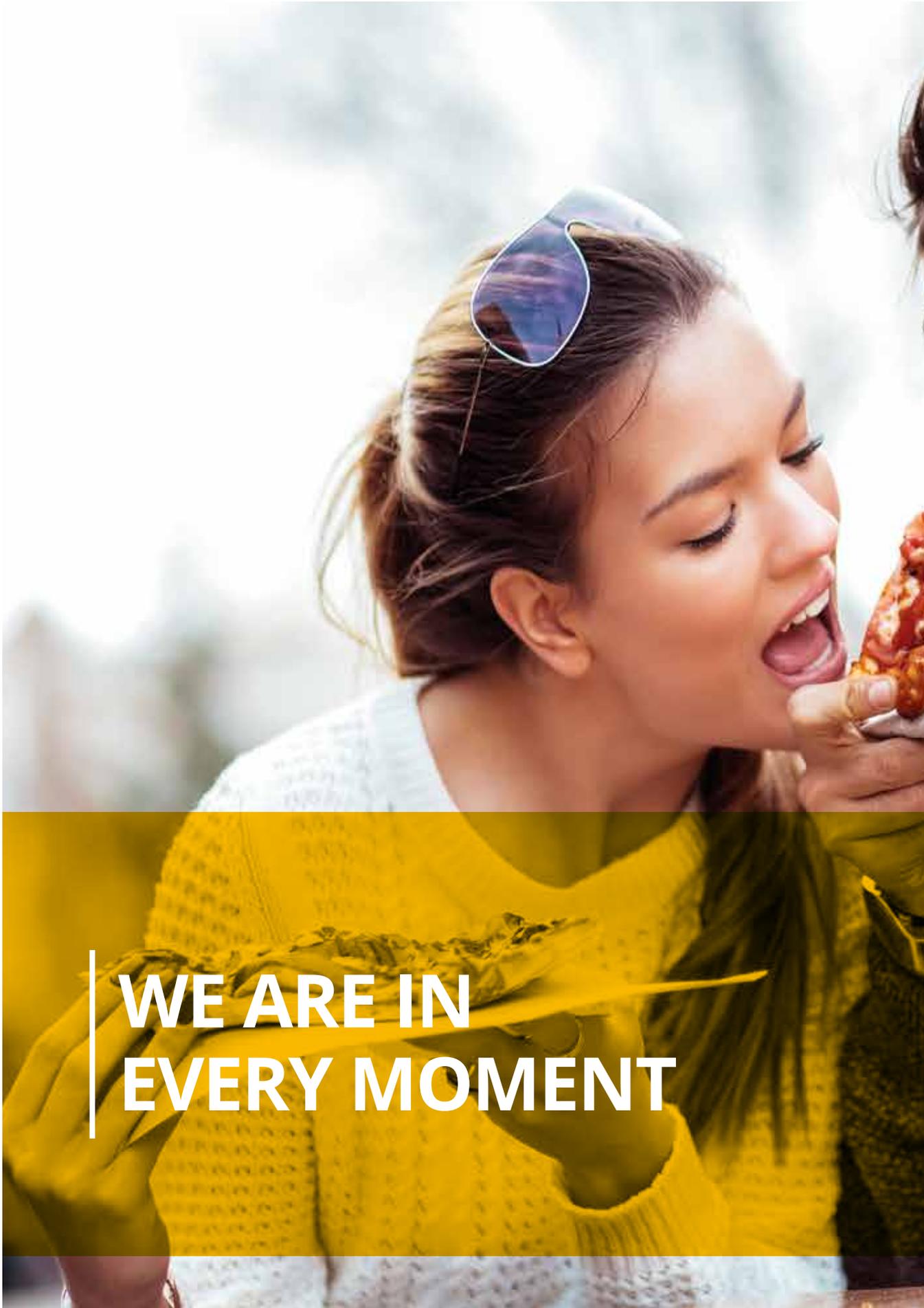
Participating companies



WHAT DID THE PARTICIPANTS THINK?







**WE ARE IN
EVERY MOMENT**



03 |

WE ARE IN EVERY MOMENT

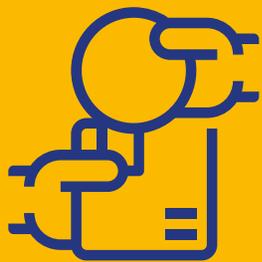
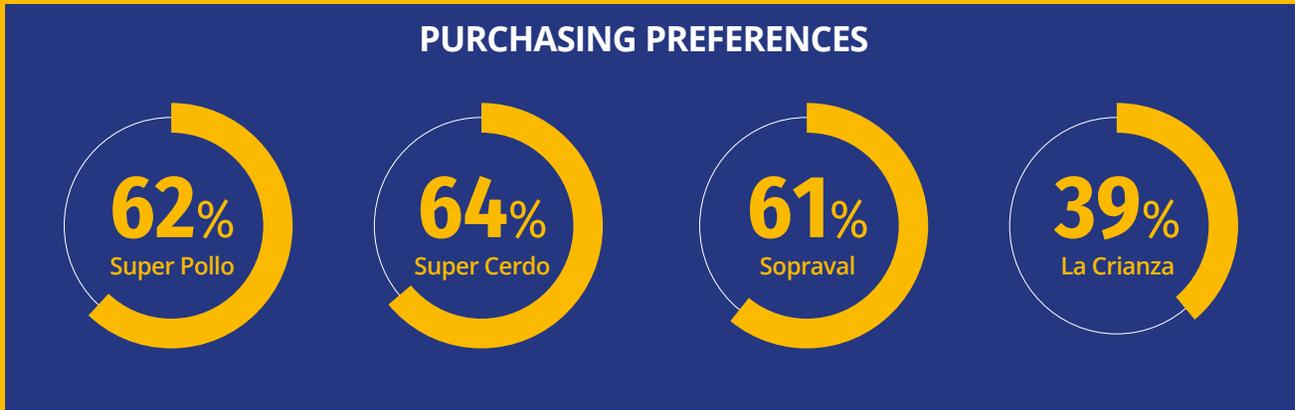
IN NUMBERS



2,030
PRODUCTS

BRANDS





60,343

Customers

-  Traditional Channels
-  Supermarkets
-  Food Services
-  Industrial



+26,000

Beneficiary agreement with Red de Alimentos



11

Process and product certifications

5,113

Innovation projects presented by employees



Increase or decrease over the prior period

Food trends

This business revolves around consumers, which is why we offer them such a wide variety of brands and products, designed to accompany them at every stage of their life with nourishing, healthy, tasty, fresh, convenient and high-quality food.

To keep this promise, we monitor consumer trends on an annual basis, which enables us to incorporate information that strengthens our product offering, thereby stimulating consumer preference and choice.

The results obtained indicate that today's consumers seek out more balanced foods, they are more demanding, impatient, mistrusting and are more connected and informed.

1

2



New protein sources

This new trend has led to the entry of plant-based, soy-based and even insect-based food in replacement of traditional protein, strengthening the product portfolio.



Getting back to nature

Another global trend is toward organic, natural food, which is as free as possible from additives, preservatives and antibiotics, and comes in environmentally-friendly containers. Along these lines, there was an increase of 29% in the sale of products that confirm they have no antibiotics in United States in 2017, according to a study by Cleveland Research.

3

4

5



Food as an experience

Brands across all sectors are launching new and unique concepts, which connect people with unforgettable experiences. This supports the research confirming that 45% of consumers claim to prefer to spend their money on experiences rather than real articles, according to the 2018 Mintel report.



Practicality

Lifestyle changes have led consumers to opt for more convenient, quick and practical food options. The launch of "simple and ready to cook" products has increased by 78% since 2012 on a global level, according to Mintel's Global Food and Drink Trends 2018.



Specialized diets

The trend points to the availability of food that is as adapted as possible to the genetics and/or tastes of each person, which can be extracted from a DNA test that helps to understand the best nutritional combination for each person.

Our brands

We interact with consumers through our brands, offering them a wide variety of quality products that meet their needs and adapt to their lifestyles.



NOURISHING WITH LOVE

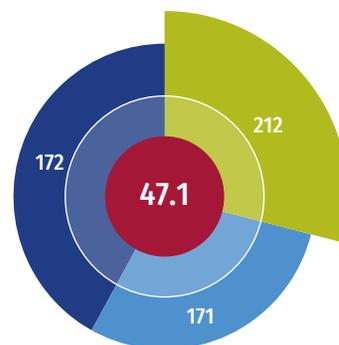
We have been nourishing with love at the tables of all Chileans for over 40 years, but we have our sights set on many more years, so that our traditions may live on forever. And for this, we need the kitchens of tomorrow's young people to be filled with recipes written by today's grandparents... Because only they know that each of these preparations will taste better with time and with the most important ingredient: love.



BRAND STRENGTH MODEL

RAW CHICKEN CATEGORY

Super Pollo is a solid brand with a stable brand strength over time and a consolidated brand awareness. It is firmly established in the evoked set of brands in the minds of people when they think about chicken.



- **Brand strength:** Brand market share. Brand capacity to be chosen over others. This is built on:
- **Significance:** The brand meets needs and connects emotionally with consumers.
- **Saliency:** The brand is remembered when a consumer needs to meet a specific need.
- **Differentiation:** The brand is different than others and sets trends.
- Index at 100%

Source: KANTAR MILLWARD BROWN



SAVORING LIFE

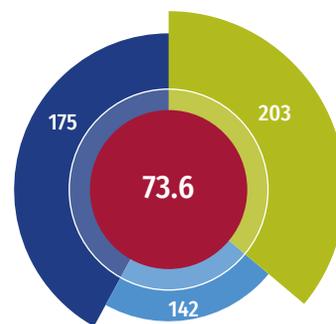
Super Cerdo savors life. Discover daily preparations that are simple, ready to cook, flavorful and inspiring ... on the stove or on the grill. Enjoy a warm gathering of friends or a tasty family meal.



BRAND STRENGTH MODEL

RAW PORK CATEGORY

In 2018, Super Cerdo consolidated its leadership in the raw category, with a solid brand recall capacity in consumers when talking about pork, as a reliable alternative that meets the needs of its consumers. This is reflected in the high preference and last purchase indicators.



- **Brand strength:** Brand market share. Brand capacity to be chosen over others. This is built on:
- **Significance:** The brand meets needs and connects emotionally with consumers.
- **Salience:** The brand is remembered when a consumer needs to meet a specific need.
- **Differentiation:** The brand is different than others and sets trends.
- Index at 100%

Source: KANTAR MILLWARD BROWN



YOU ARE IN FOR A SURPRISE

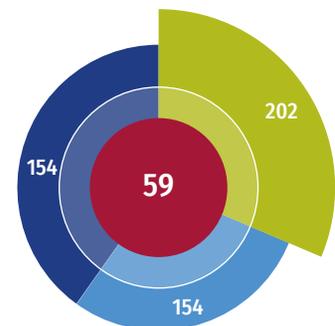
With Sopraval, eating well and eating healthily has never been so easy. Thanks to our extensive variety of products, every day we surprise our consumers with different preparations. Consider turkey for your everyday recipes, in the pot, pan, oven or even on the grill. Sopraval, you are in for a surprise.



BRAND STRENGTH MODEL

RAW TURKEY CATEGORY

Sopraval had a solid brand performance in 2018, increasing its brand strength over 2017. It is solid in its salience, shows progress in significance or connection with consumers and maintains its differentiating capacity.



- **Brand strength:** Brand market share. Brand capacity to be chosen over others. This is built on:
- **Significance:** The brand meets needs and connects emotionally with consumers.
- **Salience:** The brand is remembered when a consumer needs to meet a specific need.
- **Differentiation:** The brand is different than others and sets trends.
- Index at 100%

Source: KANTAR MILLWARD BROWN



WE MAKE SOMETHING ORDINARY EXTRAORDINARY

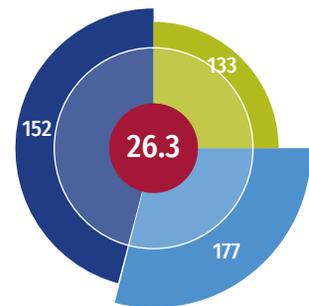
La Crianza is much more than incredible food. We are a brand with attitude, which vibrates with the music, with friends, and above all with good experiences. We set the trend in the category and our diverse followers and lovers of ready-to-cook food enjoy our products of today and tomorrow.



BRAND STRENGTH MODEL

HAMBURGER CATEGORY

Despite the hamburger category being highly fragmented, La Crianza has the strongest brand strength in this category. The brand mainly stands apart from the rest due to a significant value proposal for people, leveraged from the differentiation.



- **Brand strength:** Brand market share. Brand capacity to be chosen over others. This is built on:
- **Significance:** The brand meets needs and connects emotionally with consumers.
- **Saliency:** The brand is remembered when a consumer needs to meet a specific need.
- **Differentiation:** The brand is different than others and sets trends.
- Index at 100%

Source: KANTAR MILLWARD BROWN



Super Salmon provides all the freshness and flavor of southern Chile, with practical, high-quality solutions for people who want to eat healthy and delicious food.



King offers a world of possibilities to prepare an easy and delicious meal every day, making family meals an enjoyable experience, with its low prices and high quality.



Super Beef is 100% beef. Its variety of products and formats are ideal for preparations full of flavor and quality. A true reward for the enjoyment and wellbeing of the whole family.

Agreement between Agrosuper and Red de Alimentos

(SDG 2)

Through this agreement, we want to strengthen responsible production and consumption, redistributing food with the highest quality and safety standards but whose sale is no longer viable. In 2018, over 26 thousand people associated with different social organizations benefited from products from our brands.



+ 200
social organizations
will benefit



Quality and safety of our products

Our goal is to provide products of the highest quality and safety standards, in keeping with the needs of our customers and consumers. To attain this, we have an Agrosuper Integrated Management System (SIGAS in Spanish), which incorporates new technologies and innovation alongside compliance with the strictest and most effective control standards.

We have different indicators associated with food safety and quality goals, which include periodical controls.



Agrosuper receives "Balanced Scorecard Hall Of Fame" award

In early 2018, Agrosuper joined a select group of international companies awarded for the positive impact of the implementation of the Balanced Scorecard methodology on their financial results.

With a ceremony held in London, England, the award given by the Palladium Group celebrated organizations that use a management system in their strategy, with an assessment approach centered on the application of the strategy to all employees and to some projects from a sustainability standpoint.



HIGH-QUALITY SCHOOLS

NO. OF CUSTOMERS
TRAINED IN QUALITY

510
Customers
trained



5
CITIES

NO. OF EMPLOYEES
TRAINED IN QUALITY



1,751
People

Quality, different areas of
branches, transporters and
stockers

76
People

international sales



>1,000
People trained in
processing plants

Customers

- Safe product handling
- 2019 labeling law
- Cold chain handling
- Best manufacturing practices
- Quality trends in Chile and the world
- Seminars: International Food Safety Conference - IFS Focus Day

Employees

- Good Agricultural/Manufacturing Practices (GAP - GMP)
- Safe product handling
- Food microbiology
- Allergens handling
- Hazard analysis and critical control points (HACCP)
- Product quality and safety (BRC standards)
- Food Fraud and Food Defense
- ISO 9001, 14001, 18001, etc.



In 2018, we implemented a process based on international Standards to align with current global certification trends, standardizing our systems to meet the expectations of our customers and consumers.

We undertook a series of activities to properly manage the internal change process, such as advocacy and communication, training, recognition and care of individuals, and capitalization of the experience through a review of lessons learned and best practices.

Through the processes undertaken, we achieved:



SIGAS addresses the six main areas of global certification:



All our branches throughout the country and the Alimentos Doñihue cold cuts food plant were certified in SIGAS by the company DQS. This validation is recognized in Europe and in business terms implies an increased efficiency, quality and excellence in processes and products. For 2019, we hope to certify the processing plants in Lo Miranda, Rosario, San Vicente and La Calera.

Certifications

Our productive process has multiple quality certifications in all its stages, which enable us to reach the tables of families in Chile and around the world with products that have the highest quality and safety standards.

	HACCP	BRC	ISO 9001	ISO 14001	OHSAS	ISO 22000	IFS	HALAL	KOSHER	BAP	ASC	
Poultry Production			Yes	Yes								
Pork Production			Yes	Yes								
Turkey Production			Yes	Yes								
Salmon Production			Yes	Yes	Yes					Yes	Yes	
Food Factories (LM-LV-CB)			Yes	Yes		Yes						
Sopraval Food Factories			Yes	Yes	Yes	Yes						
Fiordos Food Factories	Yes	Yes	Yes	Yes	Yes					Yes		
Lo Miranda Processing Plant	Yes	Yes	Yes	Yes	Yes			Yes				
San Vicente Processing Plant	Yes	Yes	Yes	Yes	Yes			Yes	Yes			
Rosario Processing Plant	Yes	Yes	Yes	Yes	Yes							
Sopraval Processing Plant	Yes	Yes	Yes	Yes	Yes			Yes				
Los Fiordos Processing Plant	Yes	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	
Doñihue	SIGAS (6 Areas: Food Safety, Quality, Environment, Health and Safety, Food Defense, Food Fraud)											
Branches	SIGAS (6 Areas: Food Safety, Quality, Environment, Health and Safety, Food Defense, Food Fraud)											



| Innovation route 2018 |



Innovation is in Agrosuper's DNA. The company inspires employees to present ideas that address the different challenges that each of our stakeholder groups place on us.



2,118
Participating
employees



5,113

Ideas presented at
www.rutainnovación.agrosuper.com



120

Classifying
projects



2

Categories





CONCERN FOR THE ENVIRONMENT



04 |

CONCERN FOR THE ENVIRONMENT

IN NUMBERS



USD 70.0 MM

ENVIRONMENTAL AND SOCIAL CONTRIBUTION



+36,000

Direct participants
in social programs



4,503

Trained in
animal welfare



184,537 m³

Biofertilizer
produced



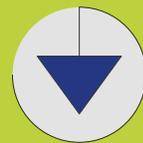
106.7

Its./sec.
reclaimed water
reused in irrigation
Data taken only from
pork units.



296

Volunteer
hours



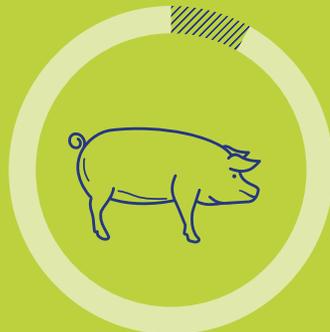
592,856
tons CO₂
equivalent



-38.1%
Loss rate
in chicken transport



-8.3%
Loss rate
in pork transport



87%

Compared with 2017

1,032
tons
Waste recycling in
aquaculture process



8.1%
electricity
Compared with 2017



2.3%
fossil fuel
Compared with 2017



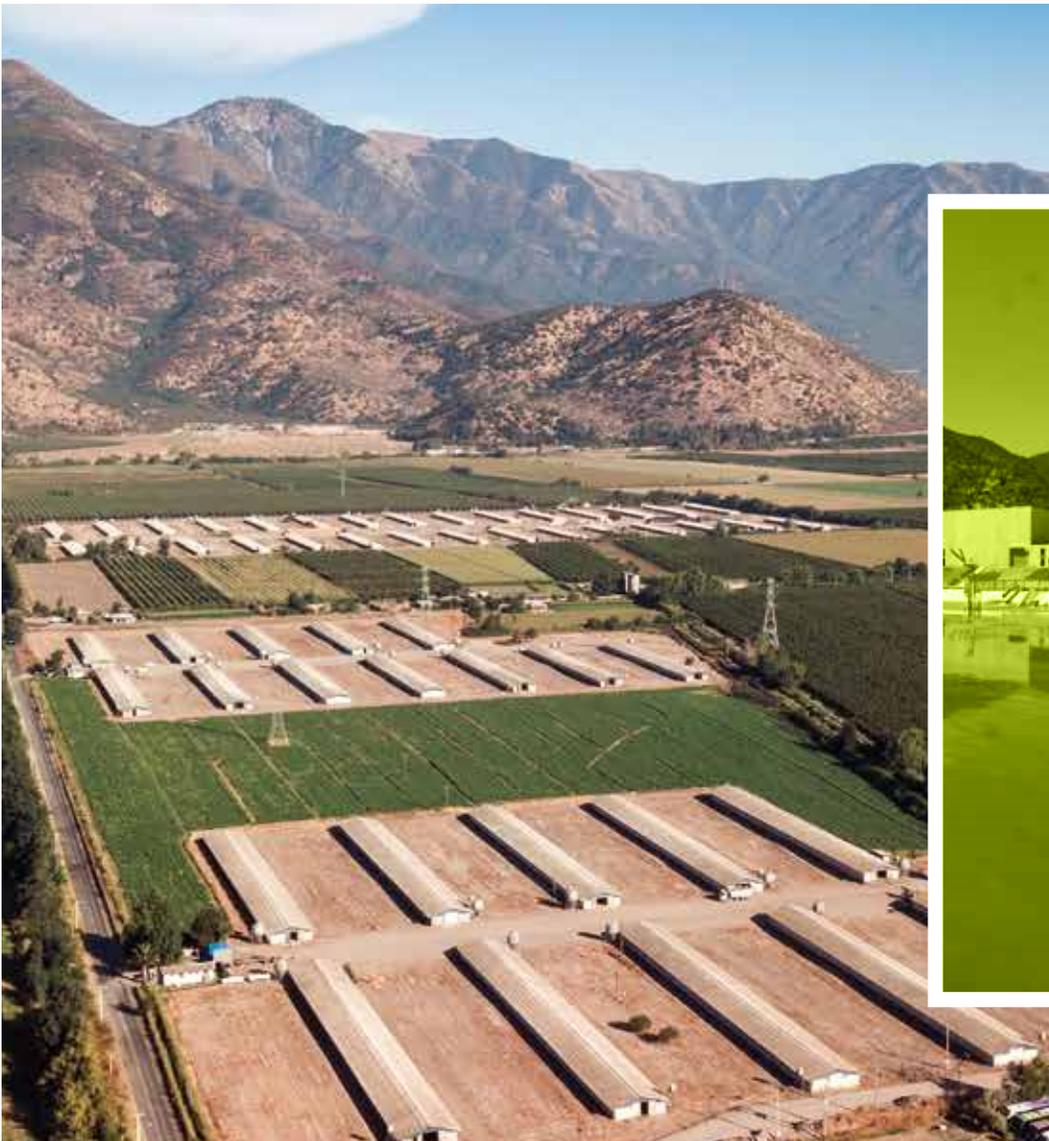
Increase or decrease over the prior period

Environmental management

(SDG 6, SDG 9, SDG 12, SDG 14)

We measured different variables from our productive process in order to innovate and mitigate aspects that impact the environment such as the consumption of water, energy, CO2 emissions, recycling and waste treatment.

Our plan considers the different stages of our production, from the preparation of feed for our animals, their reproduction, breeding, processing, distribution and sale, where we place priority on animal welfare and care for the environment and neighboring communities.



WATER

BREEDING

WATER COLLECTED

262.1
lts./sec.

Data taken from pork, chicken, turkey units and feed plants.



8%

Compared with 2017

RECLAIMED WATER REUSED IN IRRIGATION

106.7
lts./sec.

Data taken only from pork units. Calculation estimated from reclaim and irrigation systems.

TREATED WATER

2.2
lts./sec.

Data taken from incubator plants in Lo Miranda and las Arañas.



4%

Compared with 2017

INDUSTRIAL

WATER COLLECTED

8.8
lts./kg. produced

Data includes all our processing plants.



5.4%

Compared with 2017

WATER USED

0.7
lts./kg. produced

Data includes all our processing plants.



10%

Compared with 2017

DISCHARGED WATER

8.1
lts./kg. produced

Data includes all our processing plants.



5%

Compared with 2017

WASTE

BREEDING

WASTE RECYCLING

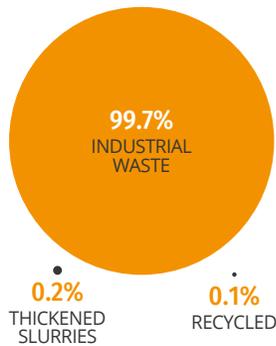
2,177 M
Kg.

Data taken from pork, chicken, turkey units and feed plants.

 **17%**
Compared with 2017

AQUACULTURE

WASTE BY TYPE



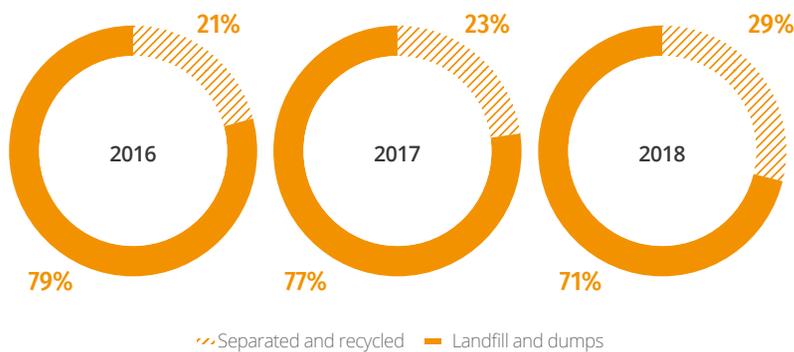
WASTE RECYCLING

1,032 M
Kg.

 **87%**
Compared with 2017

INDUSTRIAL

DESTINATION OF WASTE



NON-HAZARDOUS WASTE

0.059
Kg./ton. produced

Data includes pork, chicken and turkey units.

 **4%**
Compared with 2017

ENERGY AND EMISSIONS

BREEDING

ENERGY CONSUMPTION

216,216 M
Kwh



9%

Compared with 2017

REDUCTION OF GREENHOUSE GAS (GHG) EMISSIONS

592,856
CO₂ equivalent in tons



7%

Compared with 2017

These GHG emissions may be audited and verified by the United Nations and sold as carbon credits. This statistic considers chicken, pork and turkey production.

AQUACULTURE

ENERGY CONSUMPTION

28,387 M
Kwh

Data taken from the Pargua feed plant, Quellón processing plant, hatcheries and grow-out sites.



13%

Compared with 2017



8%

Hatcheries and grow-out sites

Compared with 2017



29%

Feed plants Pargua

Compared with 2017



28%

Processing plant Quellón

Compared with 2017

INDUSTRIAL

ENERGY CONSUMPTION

506.8
Total Kwh (electrical + thermal)/ton produced



4.8%

Compared with 2017

CO₂ EMITTED

0.072
ton. CO₂ eq./ ton. produced



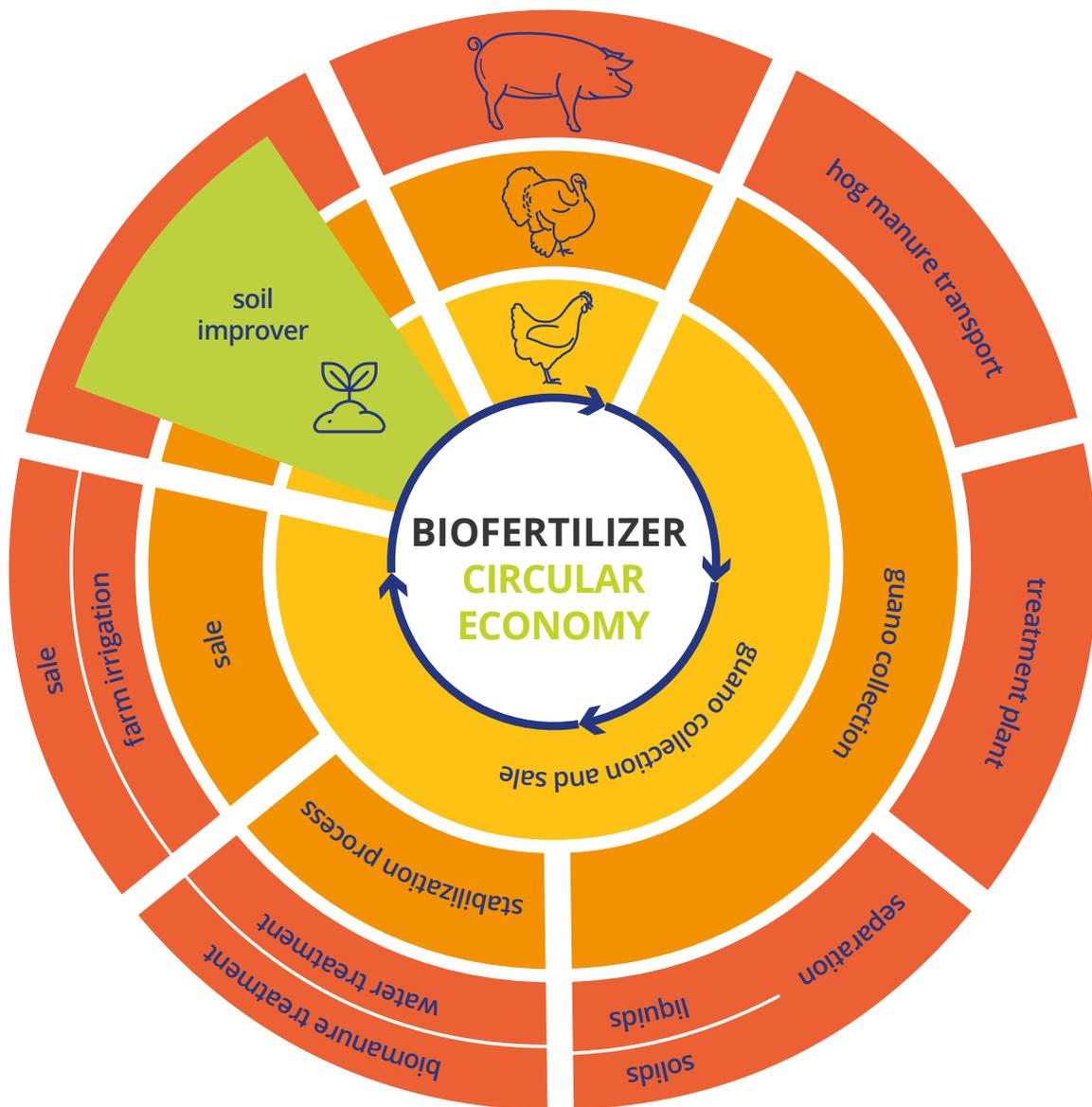
0.2%

Compared with 2017

Circular approach to production

(SDG 2, SDG 12)

Since 2013 we have achieved substantial progress on a circular economy approach through the process that transforms liquid hog manure (a mixture of manure, urine and water) and bird guano into biofertilizer, used to fertilize and recover agricultural soil.



POSITIVE EXTERNAL IMPACTS OF THE HOG BIOFERTILIZER PROCESS

395

Producers using biofertilizer



Solids are transformed into biofertilizer through a process that reduces the emission of unpleasant odors, and this is valued, sold and used as agricultural fertilizer.

2,415

Hectares of land irrigated with process water



Treated water is used for cleaning Agrosuper facilities and irrigating agricultural land.

25

Neighboring producers received free biofertilizer



Biofertilizer is distributed for free to farmers who form part of the Local Development Program (Prodesal) through an agreement between Agrosuper, the Municipality of La Estrella and the Institute of Livestock and Farming Development (Instituto de Desarrollo Agropecuario, or Indap in Spanish).

Benefits and impact of bird guano and hog biofertilizer

Contribution of Organic Matter to the Soil

Improved structure (in compacted or loose soils), drainage, aeration (oxygen) and water retention.

Prevents Soil Erosion

Allows the recovery of degraded soils and altered non-agricultural surfaces.

Chemical Properties

Contributes nutrients while preventing the loss of other nutrients through soil volatilization or leaching.

Biological Properties

Activates the soil's biological properties as a substance rich in micro-organisms.

Other Properties

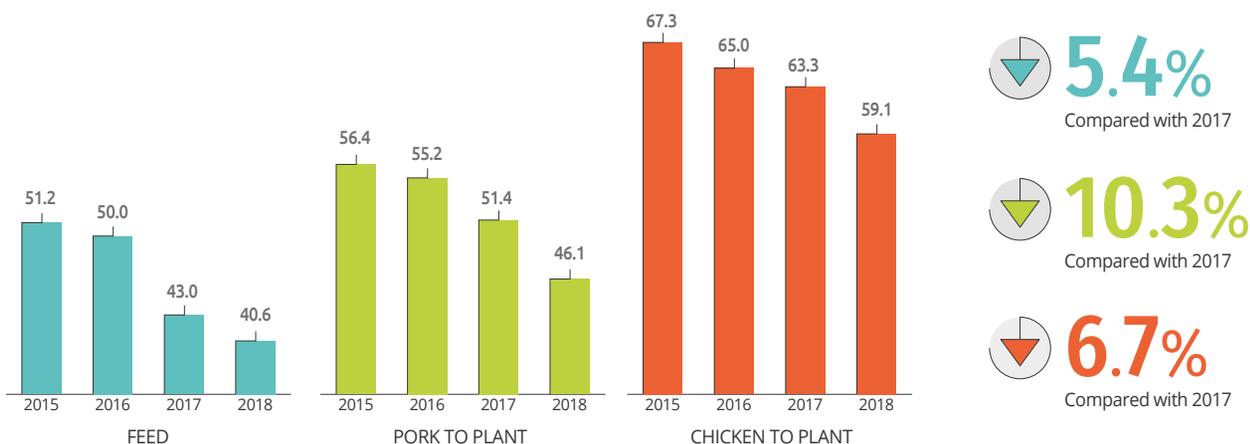
Doesn't generate unpleasant odors and improves the output of farmlands.

Progressive reduction of external impacts

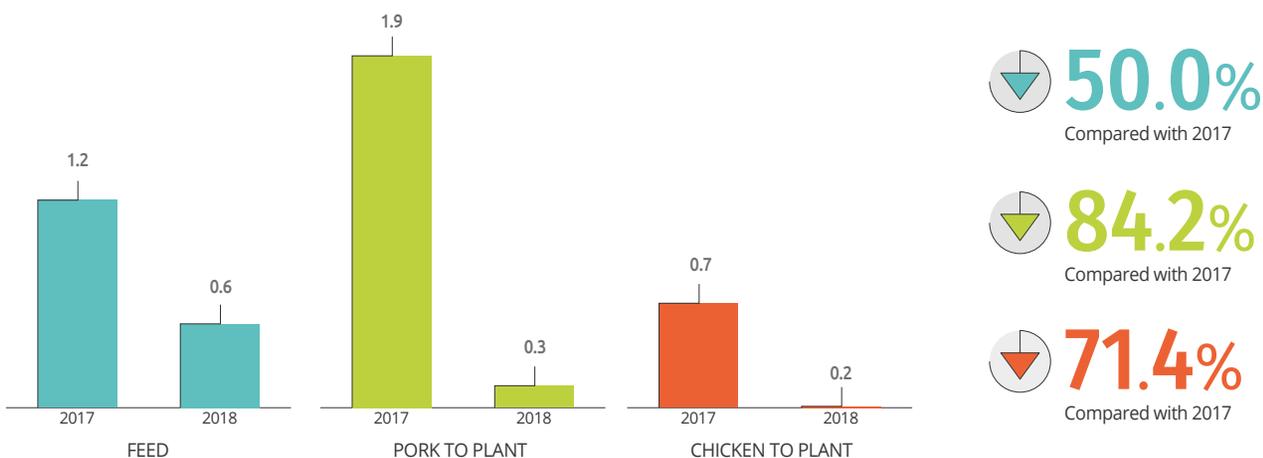
(SDG 9, SDG 12)

The ongoing dialog and engagement with neighboring communities has enabled us to identify their most relevant concerns in terms of the external impacts of our operation. This information has led to significant investments to progressively reduce their impact both in terms of transport and odors.

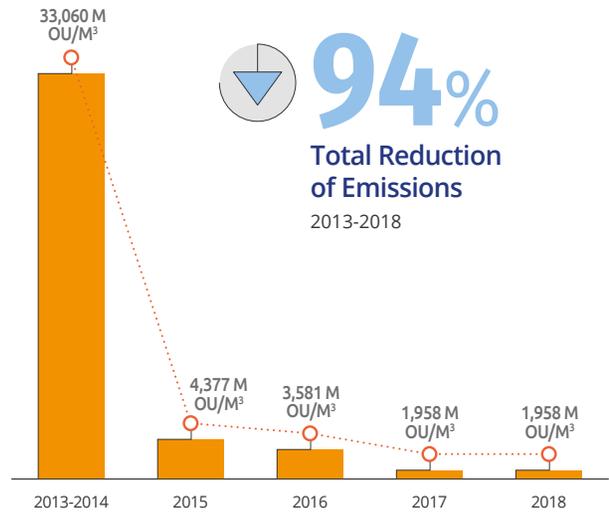
PROGRESSIVE REDUCTION OF TRANSPORT FREQUENCY (N° OF TRIPS / 1000 TONS TRANSPORTED)



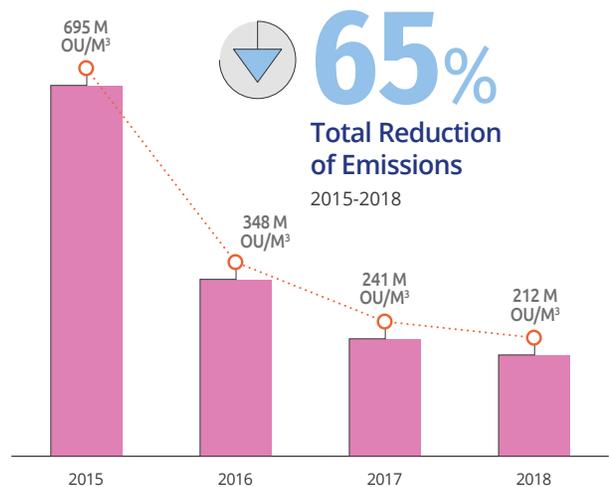
REDUCTION OF EXCESS SPEED IN POPULATED AREAS NEAR PLANTS (% OF EXCESS SPEED BY GEOCERCA)



IMPACT OF ENVIRONMENTAL INVESTMENT ON THE REDUCTION OF ODORS IN THE RAPEL LAKE BASIN



IMPACT OF ENVIRONMENTAL INVESTMENT ON ODOR REDUCTION IN LA LIGUA DISTRICT



| Concern for animal welfare |

Agrosuper has a strong conviction that healthy production exists only when a responsible attitude is observed towards animals, constantly watching out for their welfare. Actions towards these ends are included under the Five Freedoms of Animal Welfare, proposed by the World Organization for Animal Health. Our actions are also governed by decrees 28, 29 and 30 of the Agriculture Agency (Servicio Agrícola y Ganadero, SAG in Spanish) and law 20.380 on animal protection.

USD 2.8 MM
Investment in animal welfare



INNOVATIONS IN HOGS AND POULTRY

BASED ON THE PRINCIPLE OF THE 5 FREEDOMS



Freedom from discomfort

Provide an appropriate environment for animals, including shelter and a comfortable resting area.



CONTROLLED CLIMATE

We ensure that all our plants have natural light and fresh air, through automatic climate control systems, allowing us to maintain hygienic animal pens and the space the animals need for proper growth.



Freedom from fear and distress

Ensure conditions and treatment of animals which avoid mental suffering.



SECUREPIG

Our environmental enrichment measures include the application of pheromones that are nebulized in the air and reduce stress, generating attachment between animals by evoking maternal bonds.



Freedom from pain, injury or disease

Quality of animal health, by prevention or rapid diagnosis and treatment.



RECOVERY PENS

These spaces allow us to give our animals the appropriate conditions and ongoing veterinary care and concern.



Freedom from hunger and thirst

Ready access to fresh water and diet.



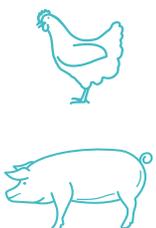
EFFICIENT HYDRATION

The change in water troughs allows us to obtain a better flow of fresh water, which favors bird breeding and ensures a uniform nutrition.



Freedom to express normal behavior

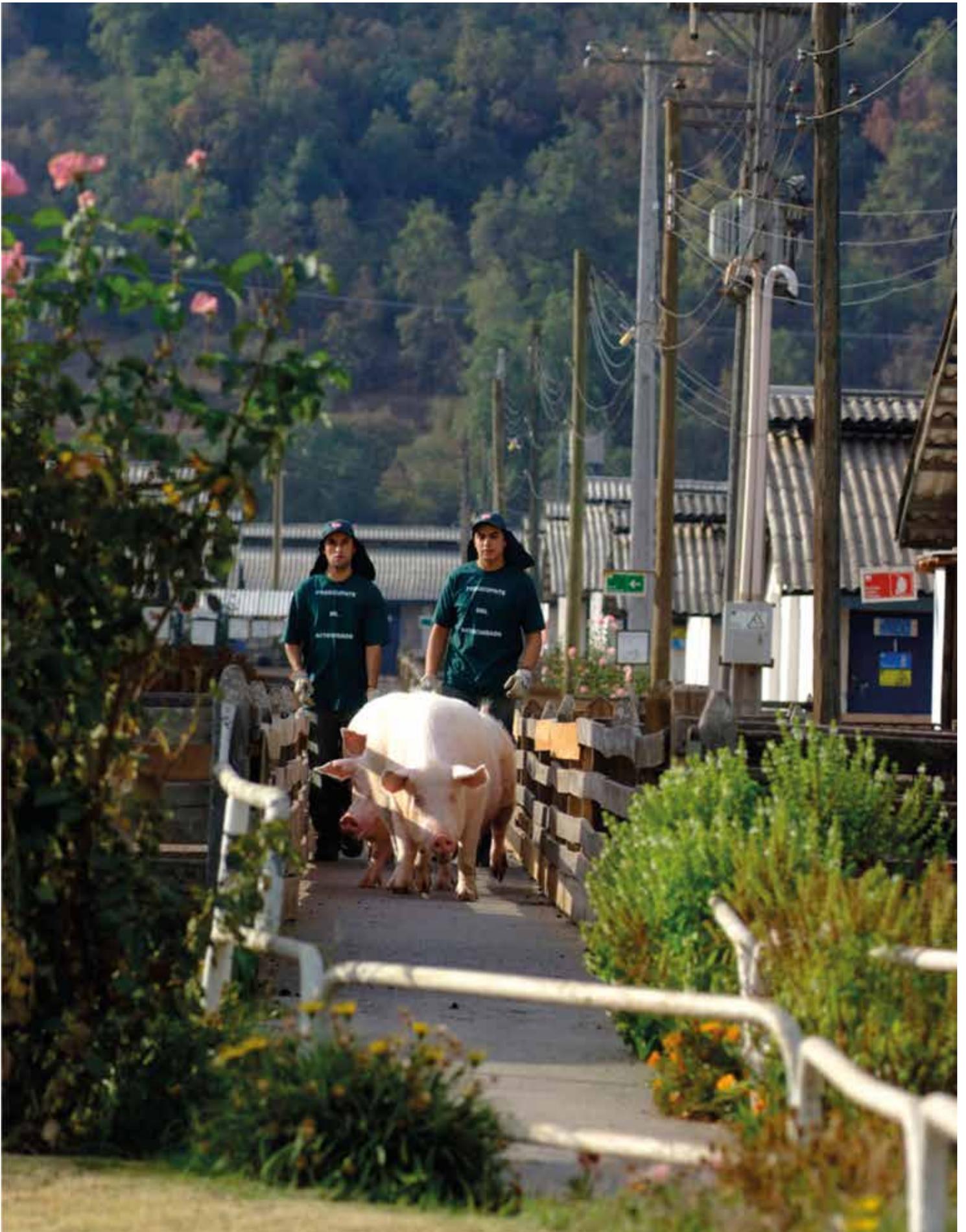
Generate positive interactions, proper facilities and company of the animal's own kind.



CAREFUL TRANSPORT

We acquired 4 trucks that allow us to control temperature, humidity, ventilation and CO2 emissions during transport, preventing situations that may affect animal welfare.

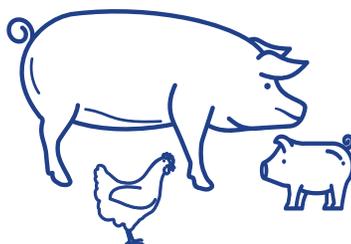
We incorporated 21 three-story trucks, which have a lift for elevating hogs, reducing the risk of injury during this stage of the process.



Wellbeing in breeding pens

Our laying hens have free access to nests where they lay their eggs, which are later sent to the incubator.

In 2018, as an industry and as members of the Pork Producers Trade Association of Chile (Asprocer in Spanish), we made a commitment that new projects would consider gestation in pens and not in cages.



ASC Certification

(SDG 14)



We certify 50% of our breeding centers and the Quellón process plant with the Aquaculture Stewardship Council, as part of the agreement signed with WWF to reduce the use of antibiotics, protect lakes and monitor social and environmental impacts.

Training with World Animal Protection (WAP)

Employees from the health, sustainability, R&D, animal production, oversight and transport areas, together with contractors, participated in welfare and biosafety training offered by the NGO World Animal Protection.

Likewise, Agrosuper went on a technical tour of Colombia to learn about the work of the NGO in the field, meet with other companies and members of the pork producers association.



TRAINING

4,503

Total people trained



390

Employees trained in animal welfare

39.5%
internal staff
poultry

22.6%
employees
pork

38%
Transportation
contractors



4,113

Contractors trained in biosafety

47.8%
contractors
poultry

52.2%
contractors
pork

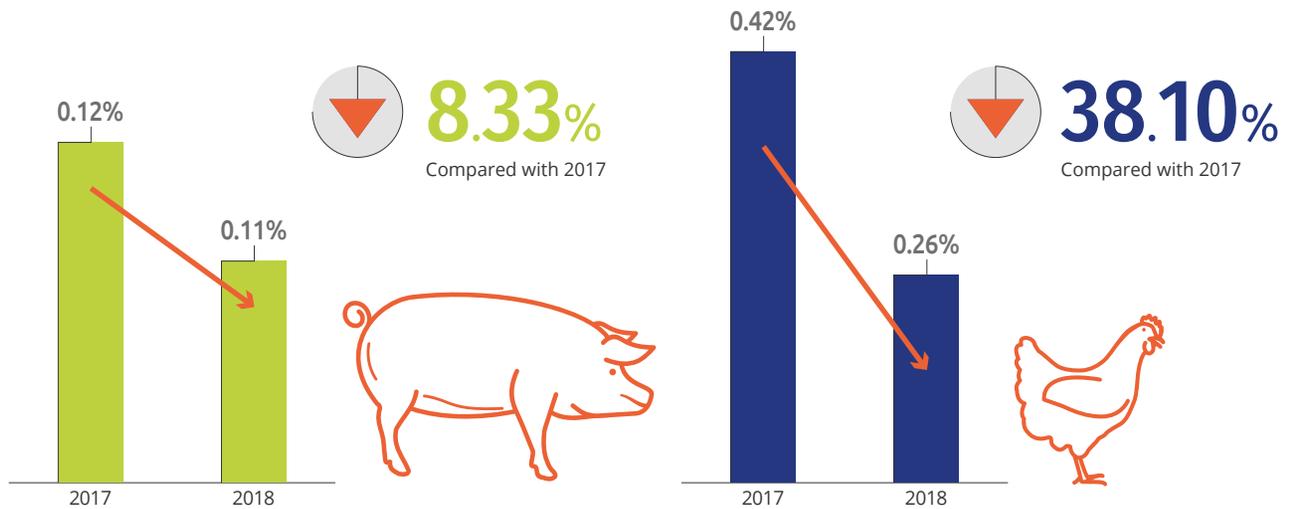
Farm digital biosafety program

In 2018, we implemented a program that involves a controlled digital medication emission system, based on an app created specifically for veterinary monitoring and control in the health area, to ensure the rational use of medication in our facilities.

CH\$660 MM
Investment in digital biosafety



PROGRESSIVE REDUCTION OF LOSS IN TRANSPORT
(PERCENTAGE OF LOSS DURING TRANSPORT IN RELATION TO TOTAL ANIMALS TRANSPORTED)





HORMONES

We do not use hormones to promote growth, in keeping with our food quality and safety policy to provide healthy and flavorful products.



ANTIBIOTICS

The use of antibiotics is strictly subject to veterinary prescription and control, to preserve the health and welfare of our animals.

In contact with our neighbors

(SDG 3, SDG 4, SDG 8)

We are committed to the quality of life of our neighbors, gathering and integrating their concerns regarding our daily activities, creating long-term trust-based bonds through a team of professionals who are permanently in the field.

Our efforts are focused on contributing to the solution of social requirements from these towns, with the certainty that it is feasible to support human development and progress in the areas where we work.

We generate joint work spaces to implement projects that foster entrepreneurship, education and healthy lifestyles in accordance with the specific needs and circumstances of the districts where we operate.

USD 6.17 MM
Total investment in social programs

PRINCIPAL INVESTMENTS



USD 207 M
Investment in
entrepreneurship



USD 1.72 MM
Investment in
education



USD 284 M
Investment in
healthy lifestyles

3,553

Meetings with
neighborhood leaders

230

Meetings with
community leaders

282

Complaints
received

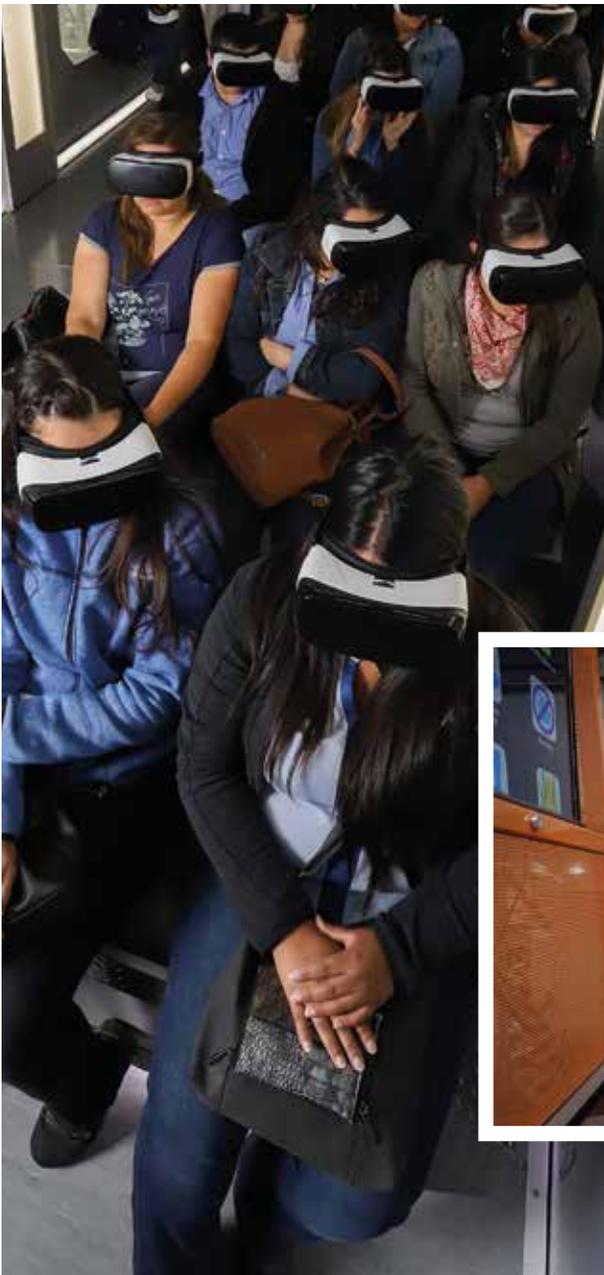
474

Donations to local
organizations



Skyview

This new experience is part of the program that we have implemented to receive everyone who wants to learn about our history, the way we make our products, the ongoing incorporation of innovation and technology in each of our productive processes, and our commitment to the environment and value creation for employees and neighboring communities.



+6,300

Visits in
2018

7

Different
stations

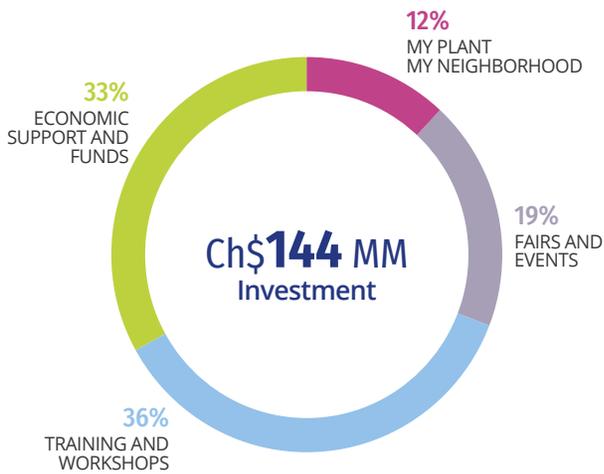
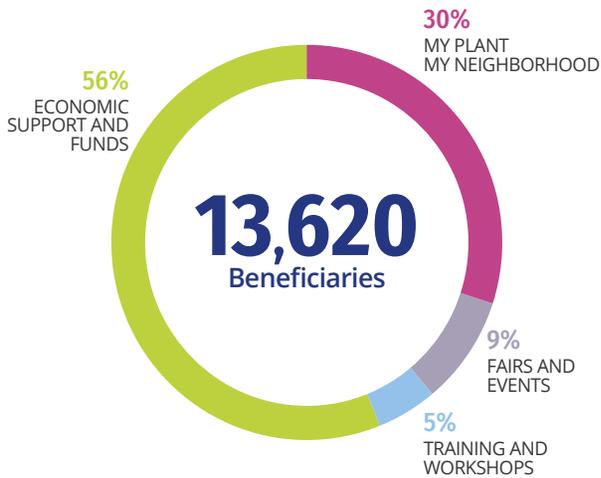
Sign up at:
www.agrosuper.com/experience-sky-view



Supporting Local Entrepreneurship

(SDG 8)

Although one of our goals is to generate jobs directly and through our suppliers, another is to provide training and develop the necessary skills for local entrepreneurship, as this forms part of the purpose of Agrosuper in its community relations.

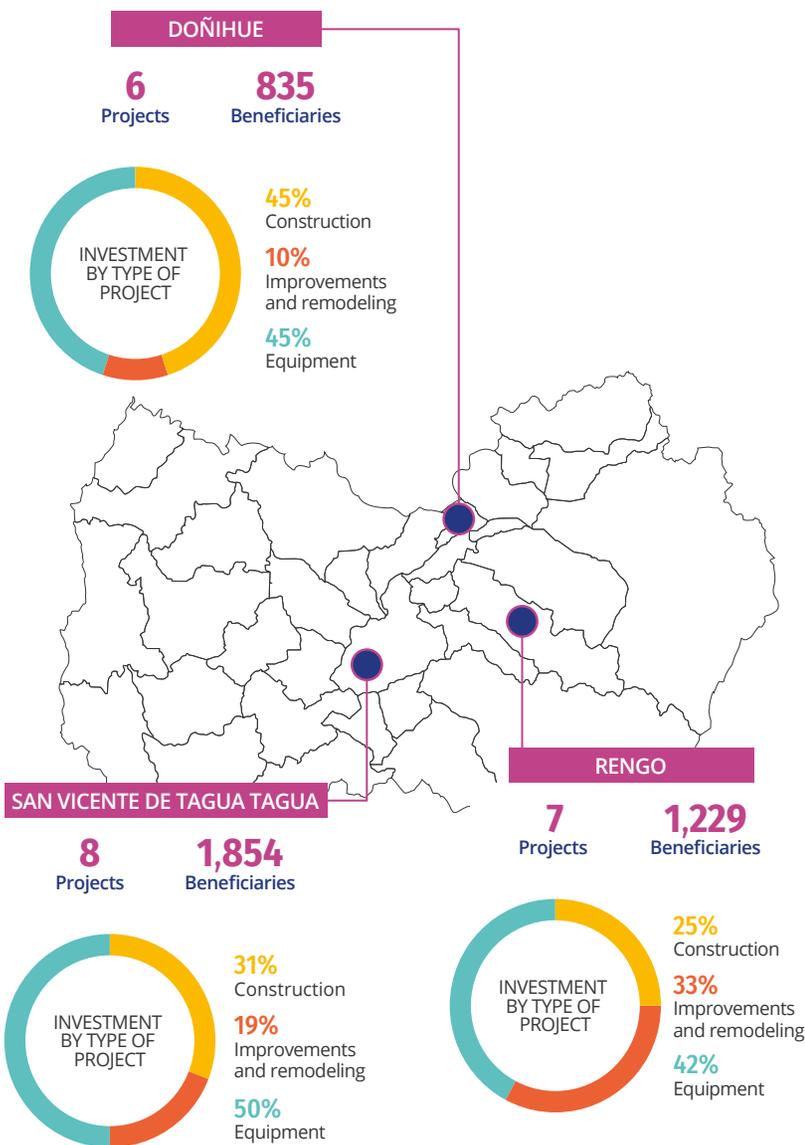


15
Initiatives



“My plant, My neighborhood”

This program awards creativity and innovation in projects that arise in neighboring communities and are sponsored by Agrosuper employees, through the provision of a fund that enables them to implement the initiative and generate a social, environmental and economic impact in their neighborhood.



3,918
 Individual beneficiaries

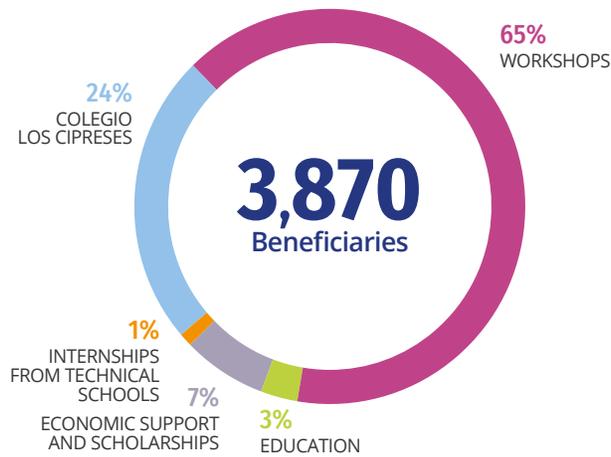
21
 Beneficiary institutes

Quality and Excellence in Education

(SDG 4)

Children and young people are part of the company's commitment with the neighboring communities, and education is a cornerstone of Agrosuper in social issues. We strengthen elementary and higher education opportunities for this age group.

9
Initiatives



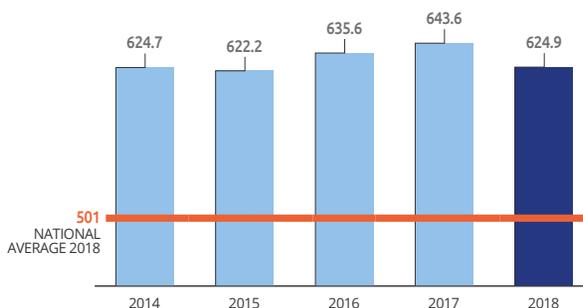
Colegio Los Cipreses

Education is a central concern for our company, which is why we created Colegio Los Cipreses in 2002 through Fundación Agrosuper. This establishment has an excellent team of teachers and modern infrastructure that enables us to provide excellent education at no cost to over 900 students.

In addition, we provide scholarships for school and college aged children and young people from the different districts where we have productive facilities. These are complemented by initiatives such as training for teachers, parents and guardians to contribute to the education of our children.

624.9 Average PSU Score 2018
 pts
 Math and Spanish
 Colegio Los Cipreses

EVOLUTION OF AVERAGE PSU SCORE IN SPANISH AND MATH



94%

of 2018 graduates went on to higher education



1st

nationally among subsidized schools in the O'Higgins region



8th

nationally among subsidized schools

4TH GRADE SIMCE RESULTS, 2017
 (DATA PUBLISHED IN 2018)

314 pts.

44 pts.
 Higher than the national average

314 pts.

52 pts.
 Higher than the national average

10TH GRADE SIMCE RESULTS, 2017
 (DATA PUBLISHED IN 2018)

312 pts.

49 pts.
 Higher than the national average

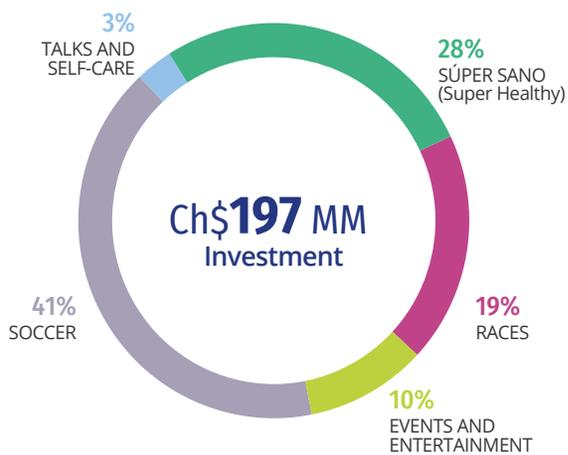
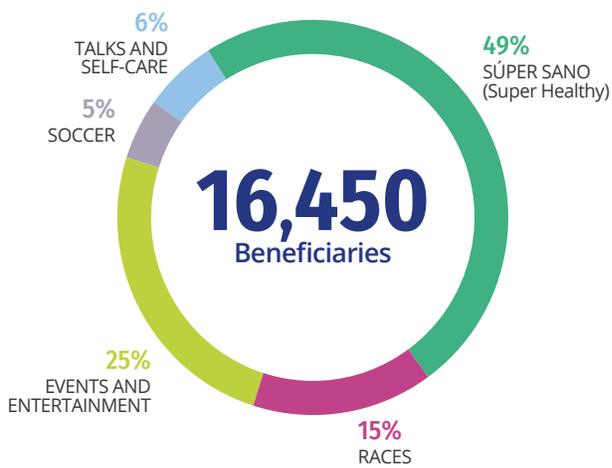
371 pts.

88 pts.
 Higher than the national average

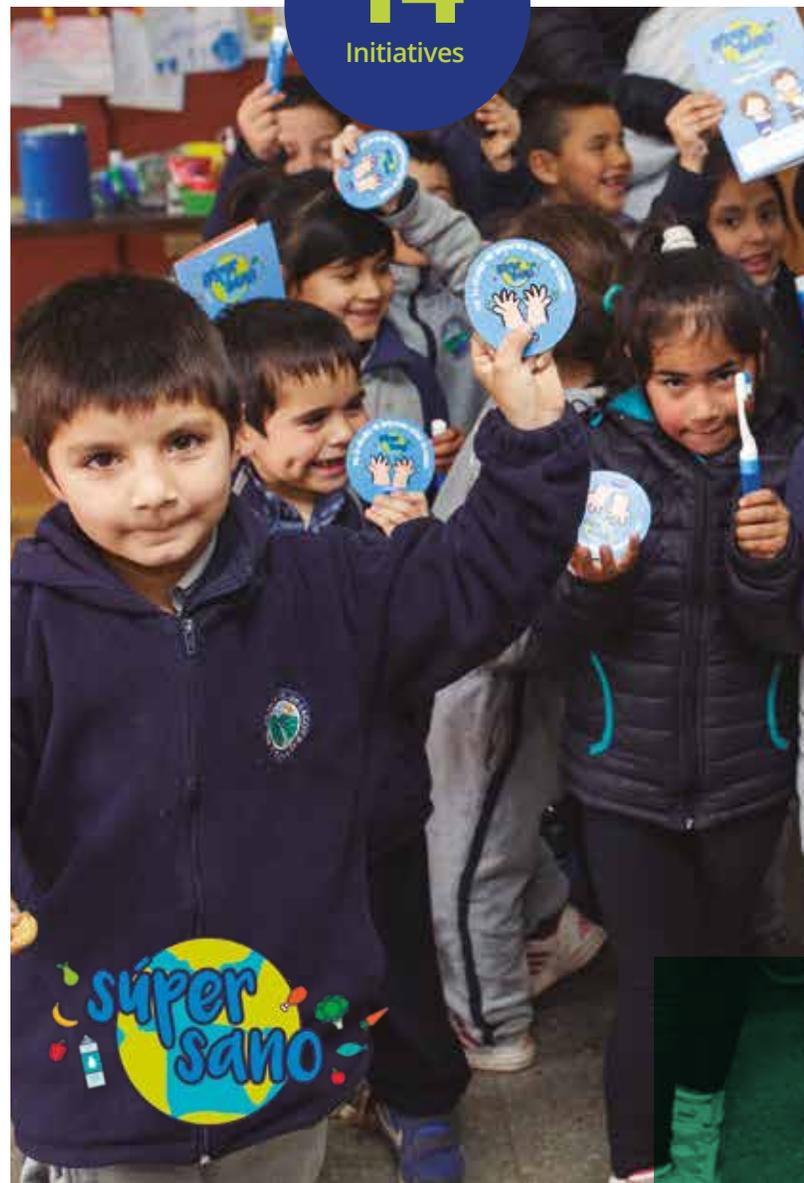
Promoting Healthy Lifestyles

(SDG 3)

As part of the search for initiatives that improve quality of life for neighbors near our facilities, we promote initiatives that support healthy lifestyles, the practice of sports and a balanced diet.



14
Initiatives



“Súper Sano” (Super Healthy)

This program aims to generate healthy habits, fostering a healthy diet and the practice of sports in children from first to fourth grade, through contents aligned with the Ministry of Education.

We impart knowledge through workshops adapted to each course, where we undertake hands-on activities and share didactic material. We also work with parents and guardians to guide them in the preparation of healthy snacks.

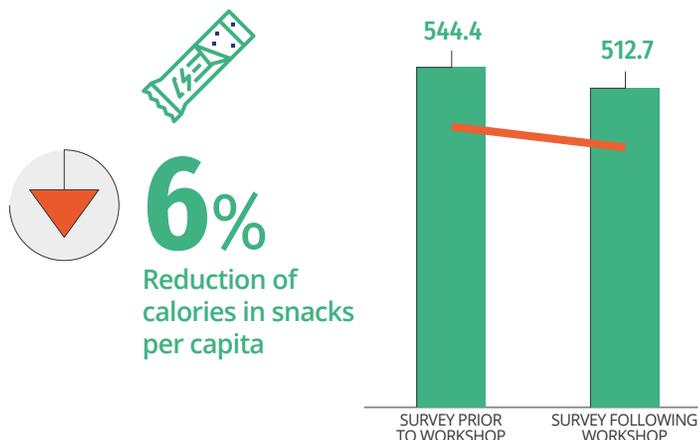


43

Schools surveyed

The survey was implemented with over 1,100 2nd graders.

RESULTS OF THE SURVEY (CALORIES PER CAPITA)



SÚPER SANO PARTICIPANTS 2018

5,132
students



596
parents and guardians

90%

of parents and guardians and all teachers recommend participating in the program

94%

of parents and guardians are happy that their children participate in the program

84%

of parents and guardians see positive changes in their children

93%

of teachers confirm that Súper Sano helps them as teachers



**FOCUSED ON
OUR GOALS**



05 |

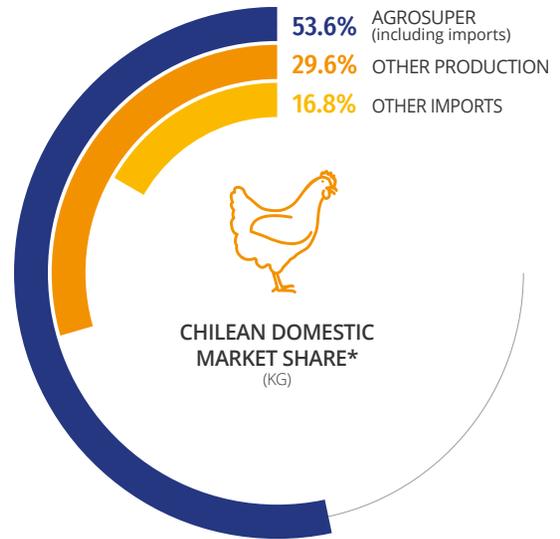
Market indicators

We measured our share of the Chilean protein markets with our poultry and pork products, adding salmon to the analysis of global consumption.

IN
CHILE

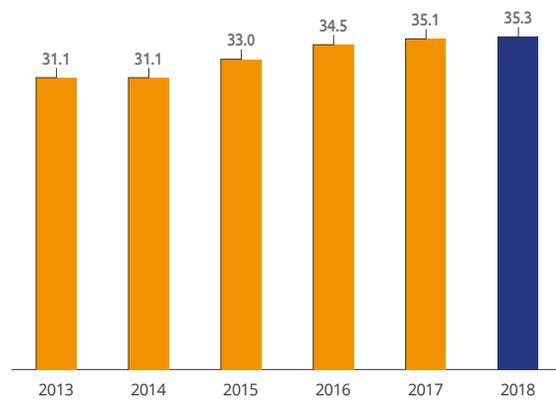


CHICKEN



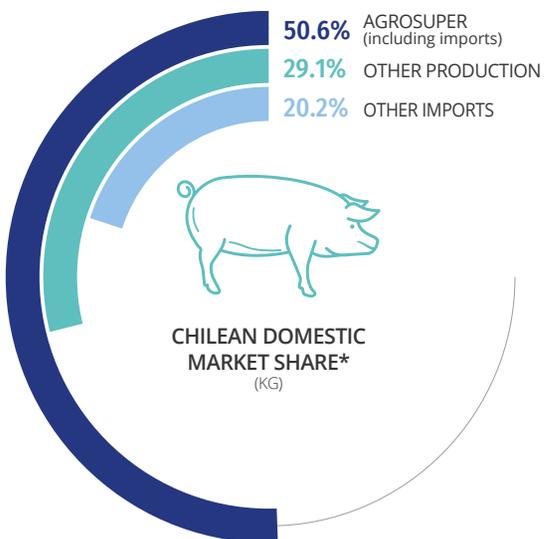
Sources: INE and Agrosuper

EVOLUTION OF PER CAPITA CONSUMPTION (KG)



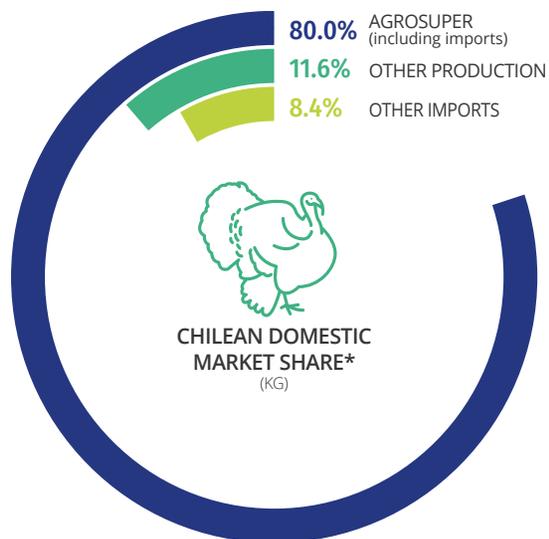
Source: INE, Chilean Central Bank and Agrosuper

PORK



Sources: INE and Agrosuper

TURKEY



Sources: INE and Agrosuper

EVOLUTION OF PER CAPITA CONSUMPTION

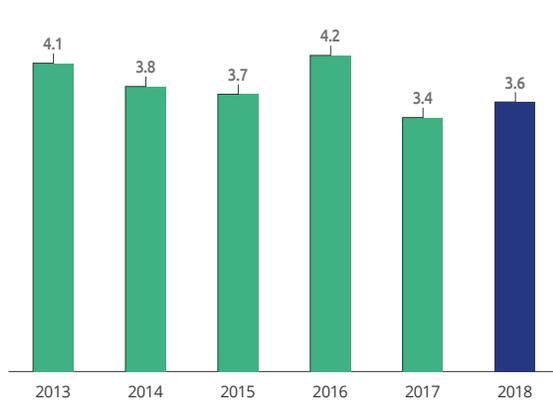
(KG)



Source: INE, Chilean Central Bank and Agrosuper

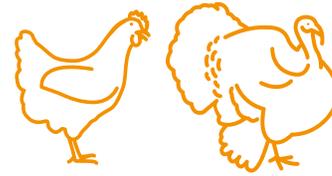
EVOLUTION OF PER CAPITA CONSUMPTION

(KG)



Source: INE, Chilean Central Bank and Agrosuper

* measured as apparent consumption: total production + imports - exports.



 **0.42%**

Agrosuper share in poultry world market

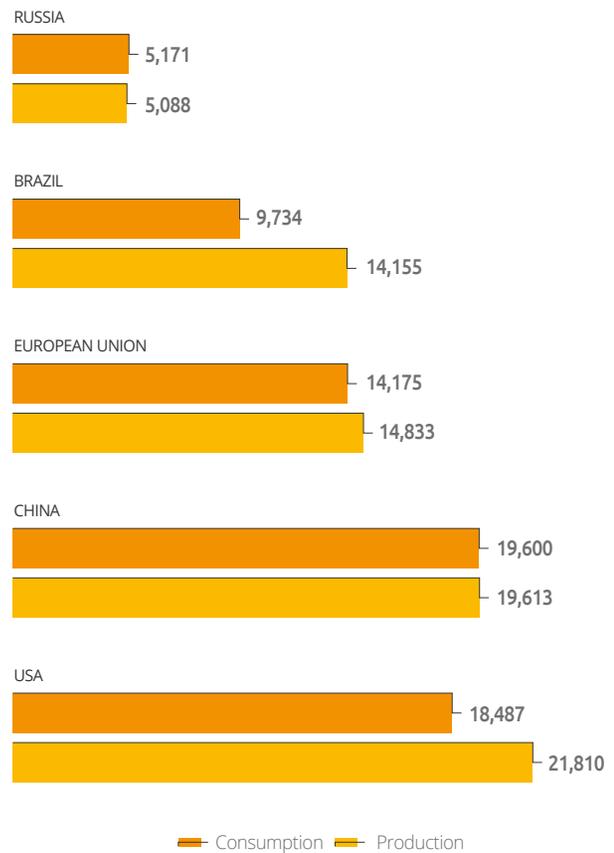
AROUND THE WORLD



Agrosuper share in world market for poultry, pork and salmon is calculated as Agrosuper sales in comparison with Global Production.

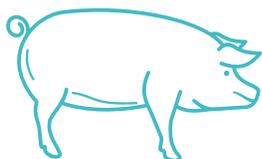
POULTRY*

PRODUCTION AND CONSUMPTION 2018
(MAIN COUNTRIES / THOUSANDS OF TONS)



Source: OECD-FAO Agricultural Outlook.

* Poultry includes the production and consumption of chicken, turkey and others.



0.36%

Agrosuper share in pork world market

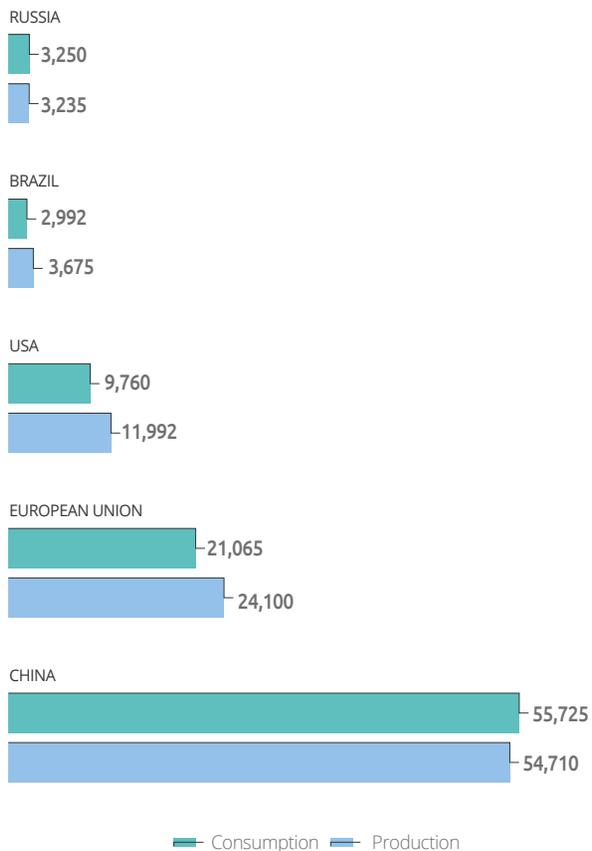


2.54%

Agrosuper share in Atlantic salmon world market

PORK

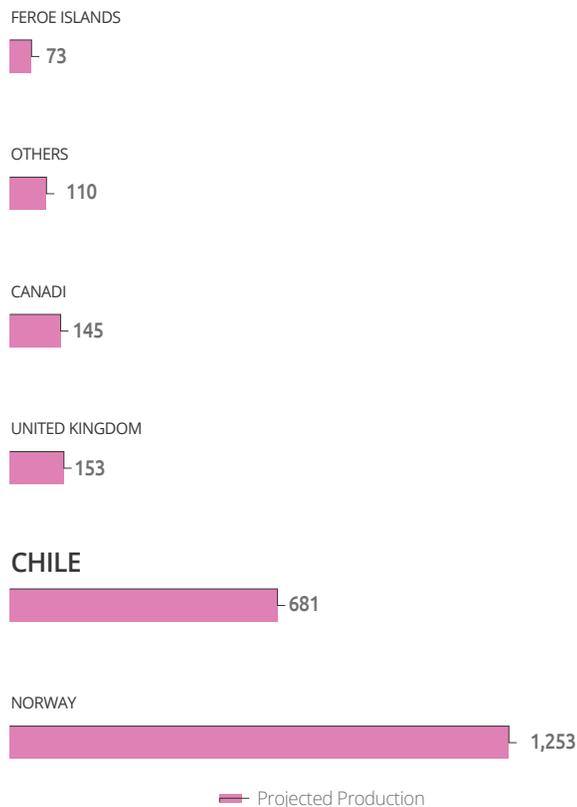
PRODUCTION AND CONSUMPTION 2018 (MAIN COUNTRIES / THOUSANDS OF TONS CWE*)



Source: USDA. Livestock and Poultry: World Markets and Trade.
* Carcass Weight Equivalent

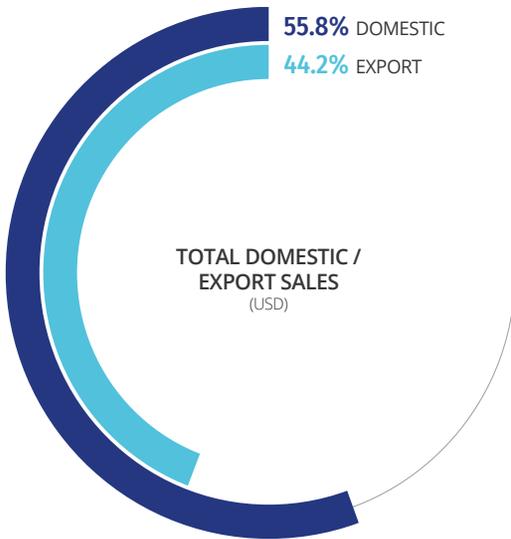
ATLANTIC SALMON

PRODUCTION 2018 (MAIN COUNTRIES / THOUSANDS OF TONS WFE*)

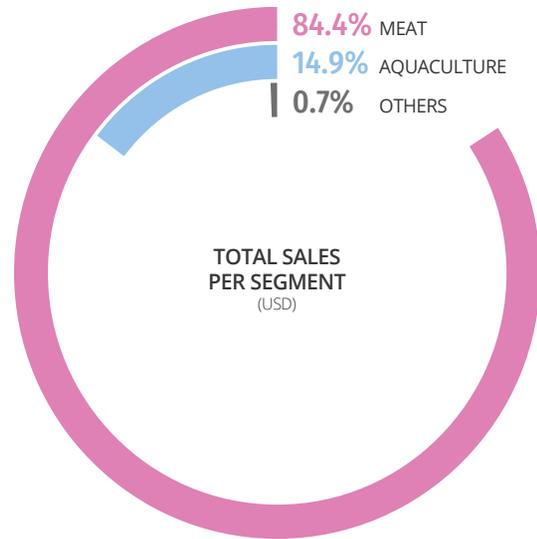


Source: Monthly Salmon Report, Kontali January 2019.
* Whole Fish Equivalent

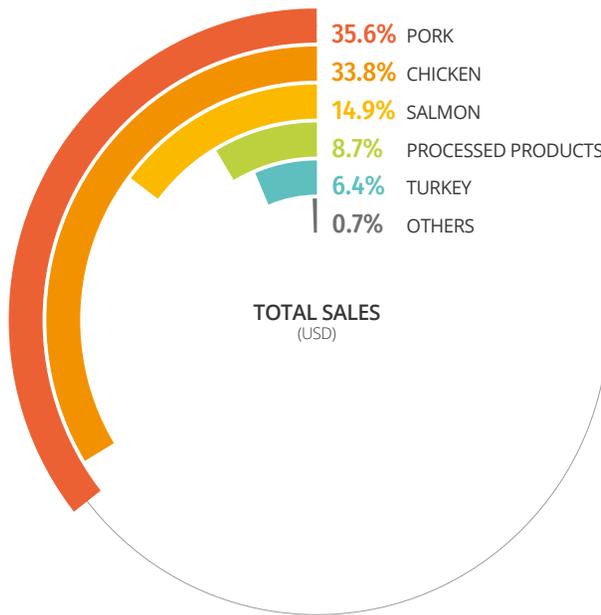
| Impact of our sales |



Source: Agrosuper



Source: Agrosuper



Source: Agrosuper

USD 2,382 MM

Total Sales



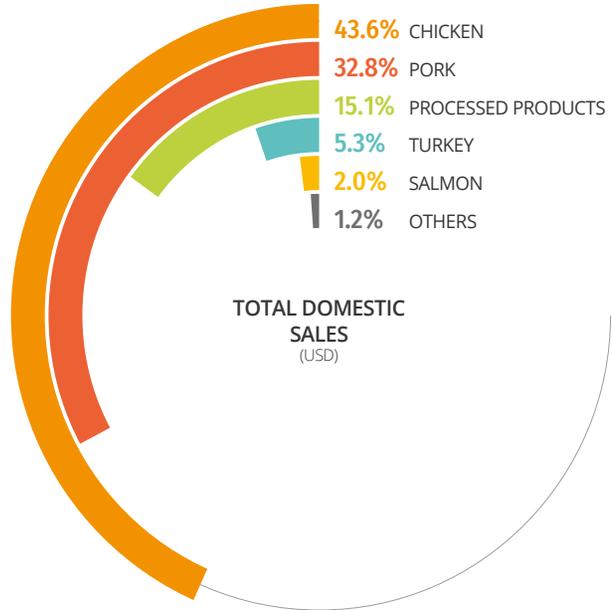
SALES BY TYPE OF DOMESTIC CUSTOMER



5

Main Customers

- Walmart Chile S.A.
- Cencosud Retail S.A.
- SMU S.A.
- Hipermercados Tottus S.A.
- Productos Fernández S.A.



Source: Agrosuper

59,346
DOMESTIC CUSTOMERS



46,640
Traditional Channels



70
Supermarkets



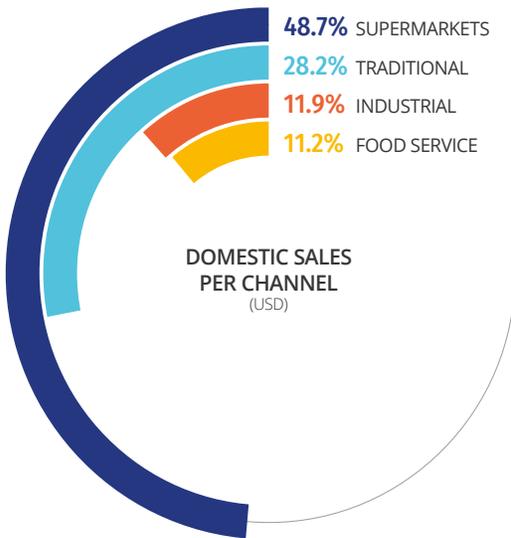
12,444
Food Services



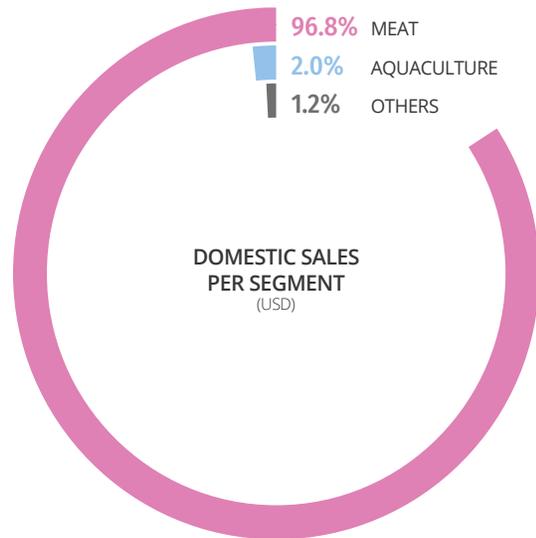
299
Industrial

USD 1,329 MM

Total Domestic Sales



Source: Agrosuper



Source: Agrosuper



SALES PER EXPORT DESTINATION

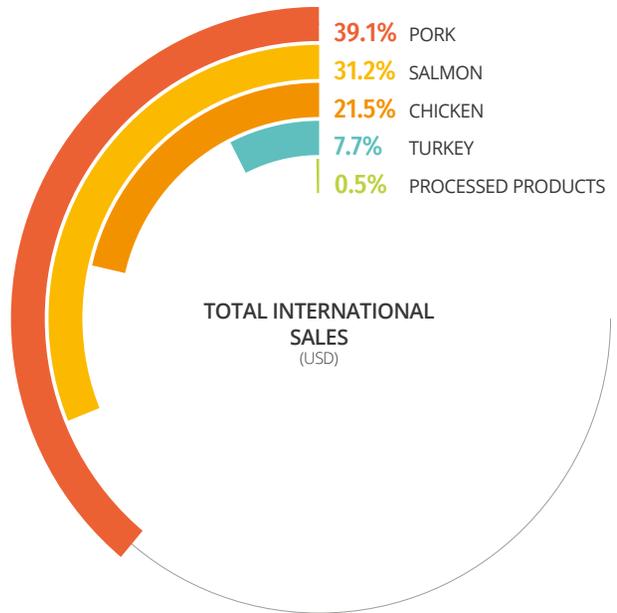


997

International Customers

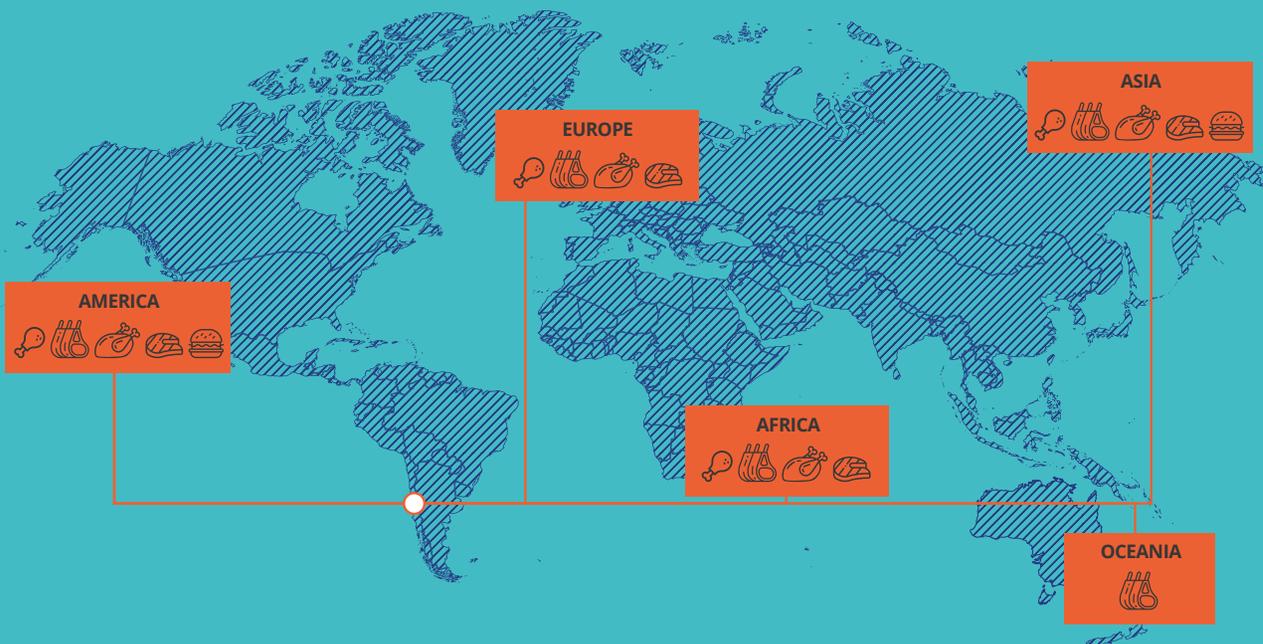
MAIN CUSTOMERS

- Nh FoSDG Chile y Compañía Ltda.
- Tae won trade Co. Ltd
- Northwestern Selecta Inc.
- AJC International (Global) GmbH
- Meat and Meat Co. Ltd
- Hanwha Corporation



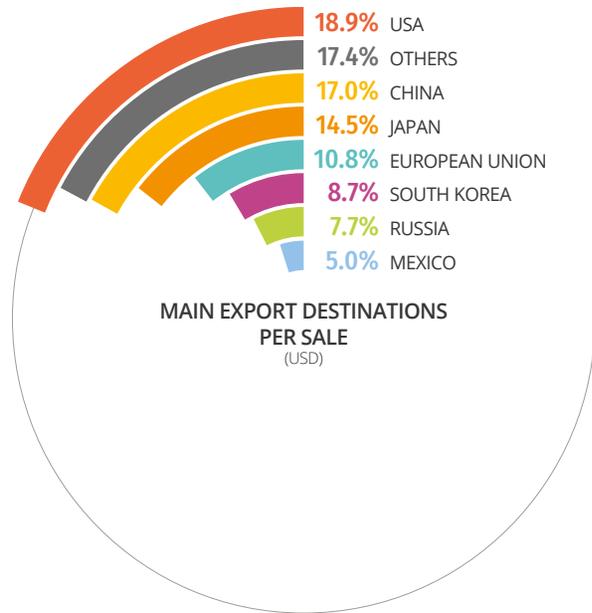
Source: Agrosuper

PROTEIN EXPORTED PER CONTINENT

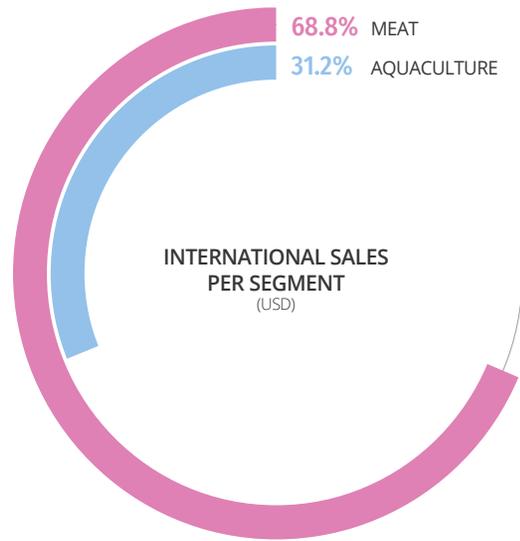


USD 1,053 MM

Total International Sales



Source: Agrosuper

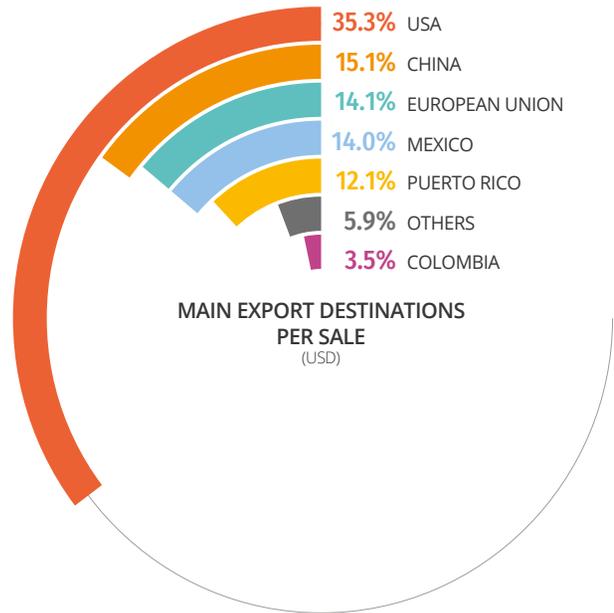


Source: Agrosuper



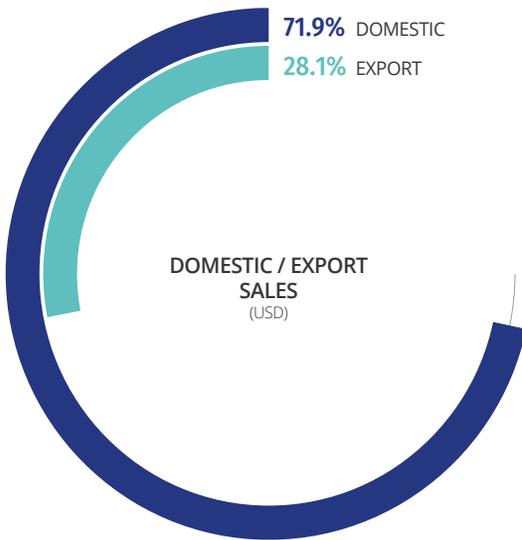
| Meat Segment: Chicken |

USD **805.98** MM
Total sales

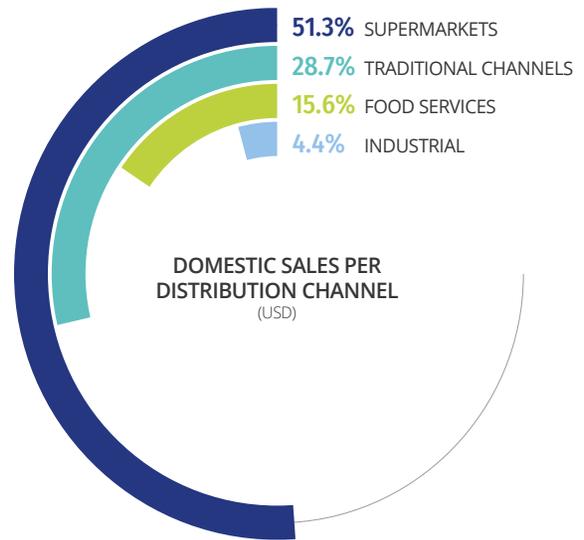


Source: Agrosuper



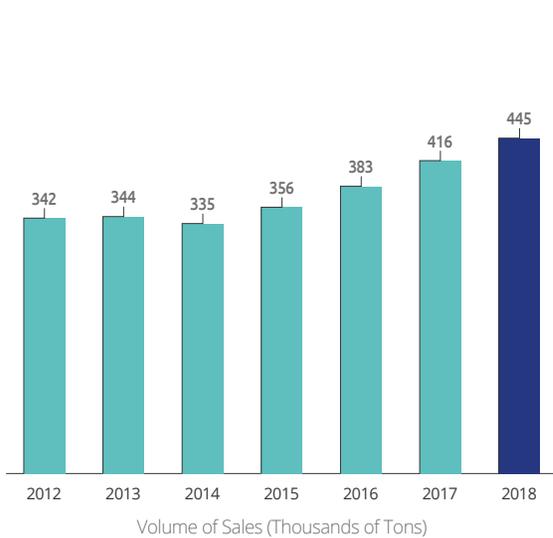


Source: Agrosuper

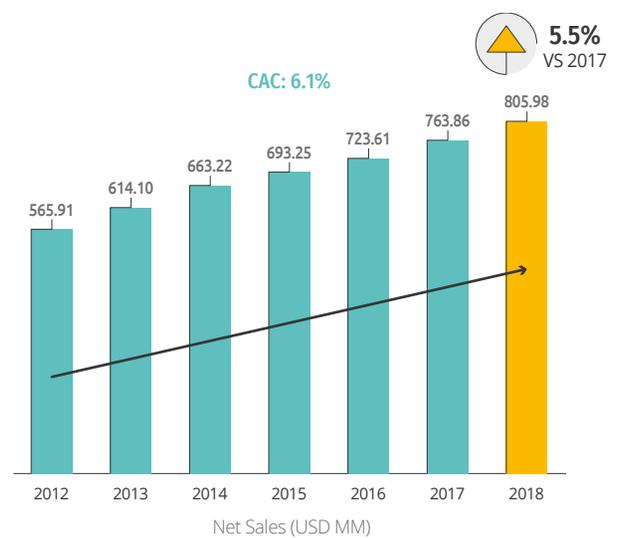


Source: Agrosuper

EVOLUTION OF SALES



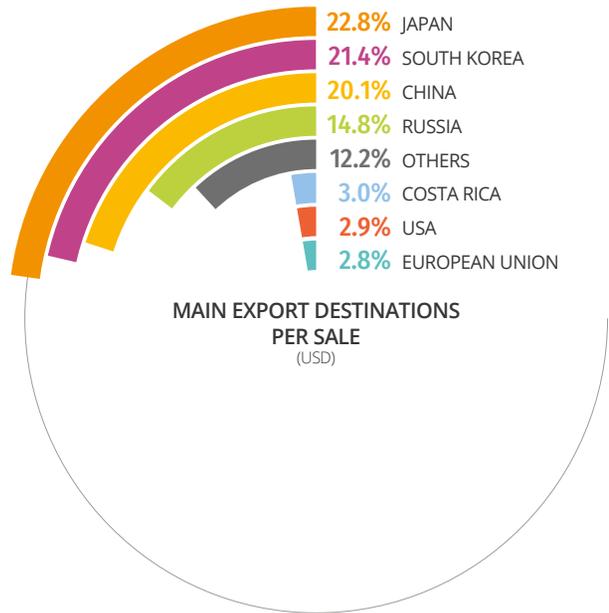
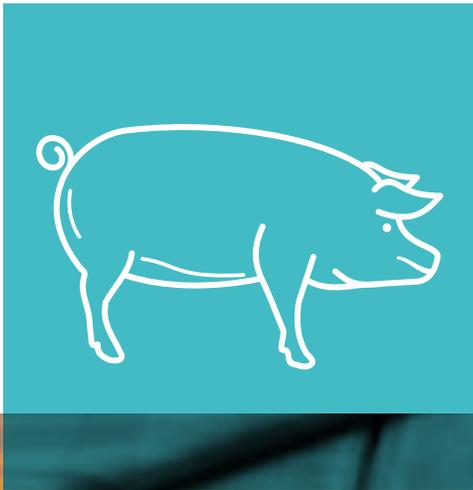
Source: Agrosuper



Source: Agrosuper

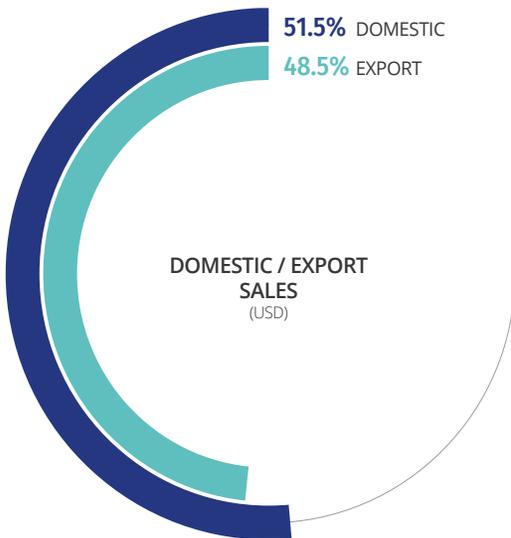
| Meat Segment: Pork |

USD **846.78** MM
Total sales

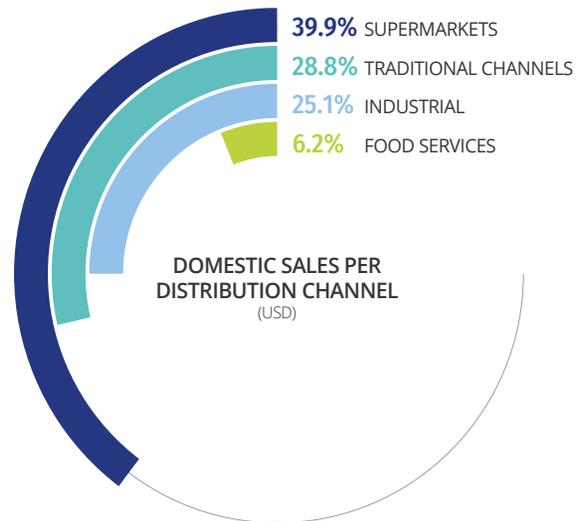


Source: Agrosuper



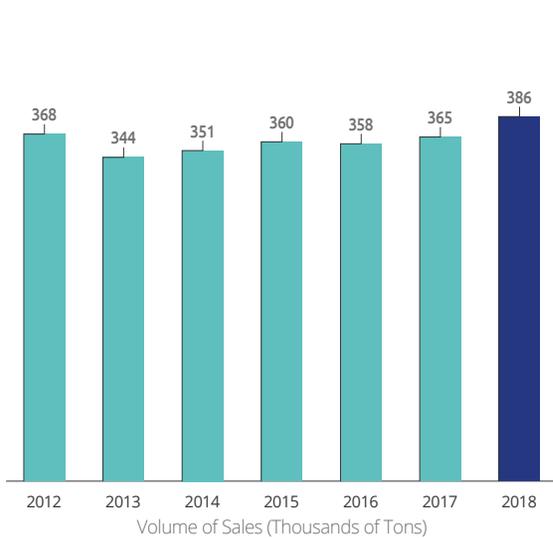


Source: Agrosuper

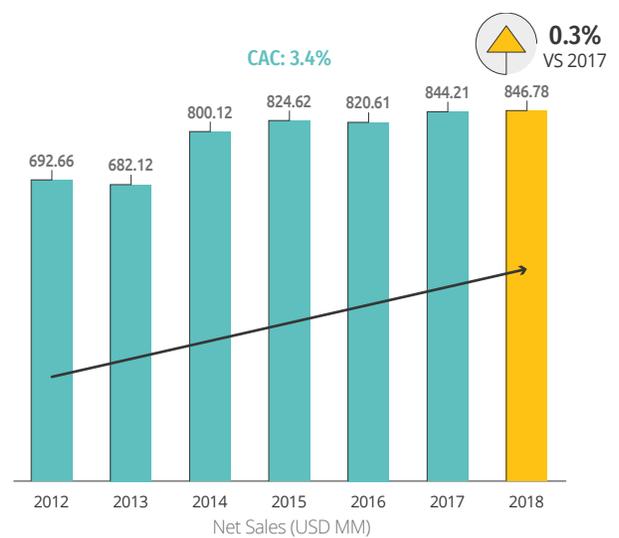


Source: Agrosuper

EVOLUTION OF SALES



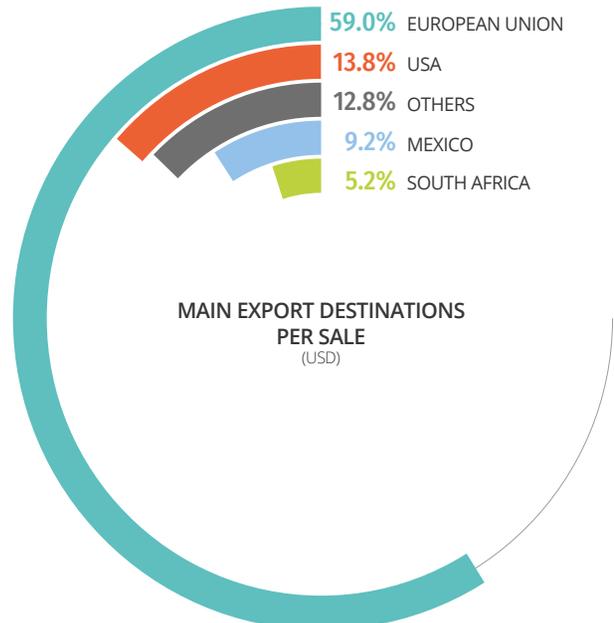
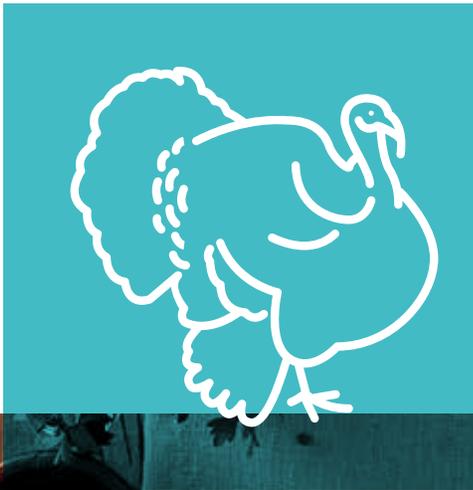
Source: Agrosuper



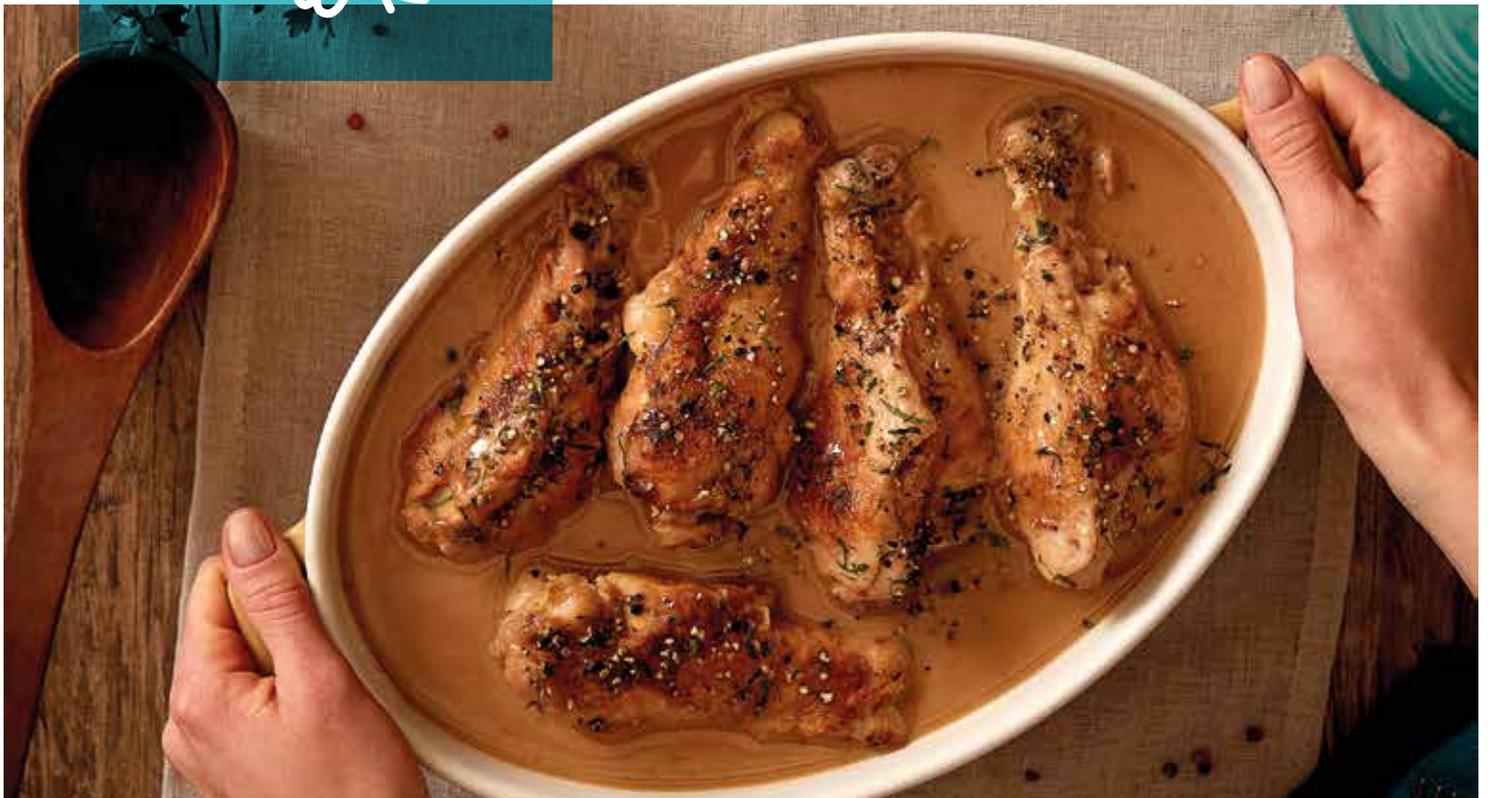
Source: Agrosuper

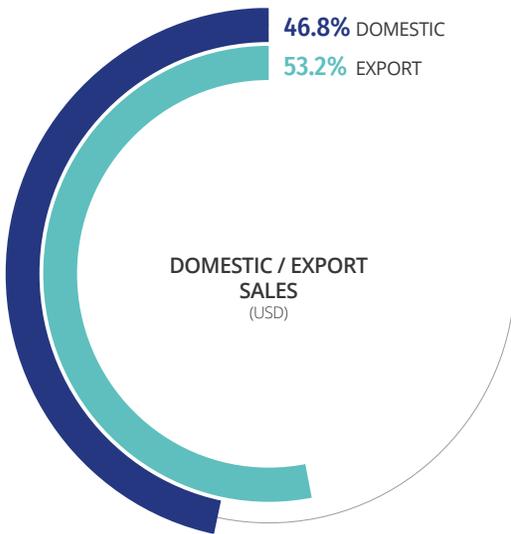
| Meat Segment: Turkey |

USD **152.04** MM
Total sales

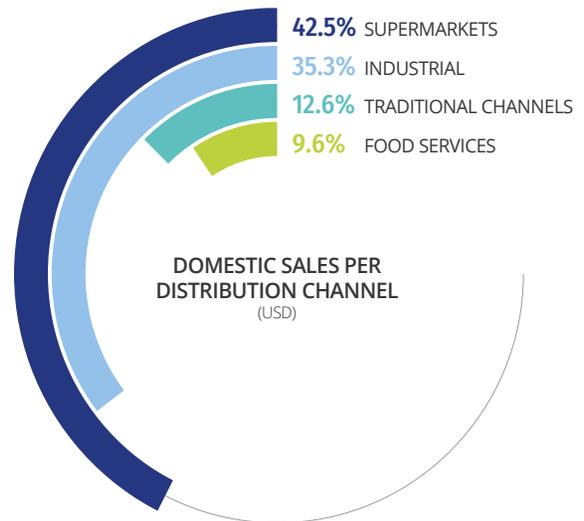


Source: Agrosuper



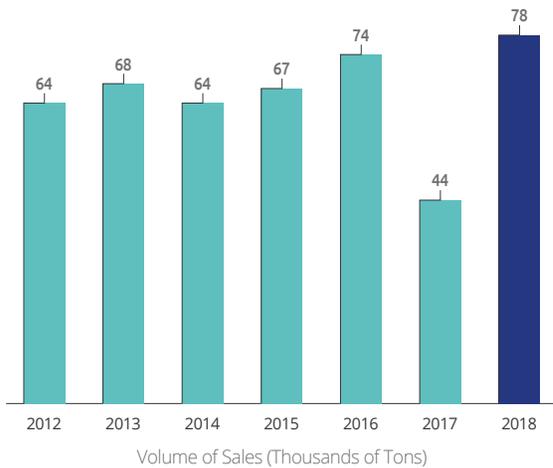


Source: Agrosuper

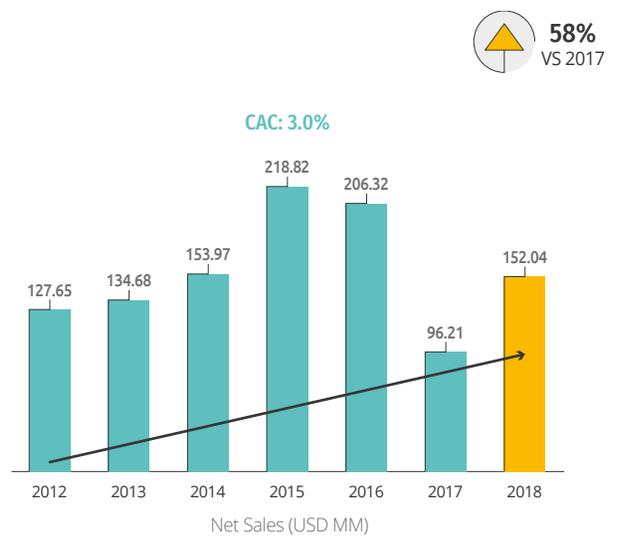


Source: Agrosuper

EVOLUTION OF SALES



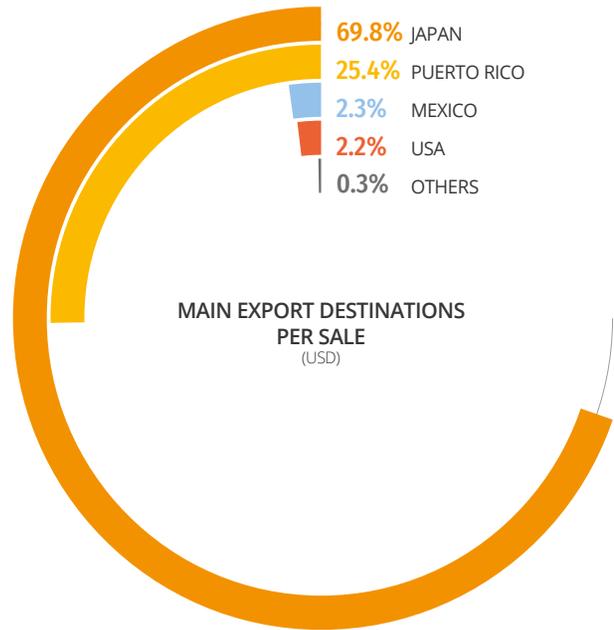
Source: Agrosuper



Source: Agrosuper

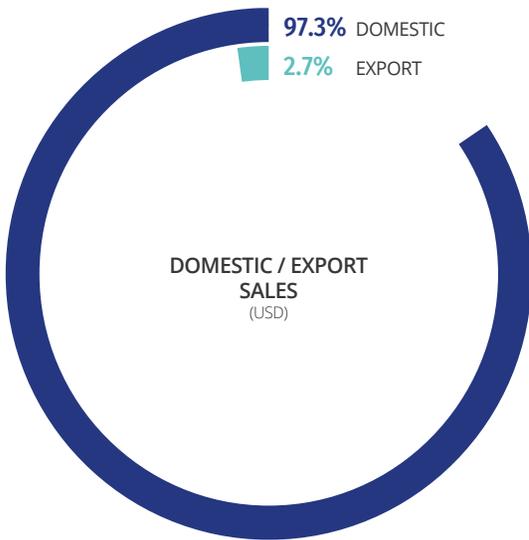
| Meat Segment: Processed Meat |

USD **206.22** MM
Total sales

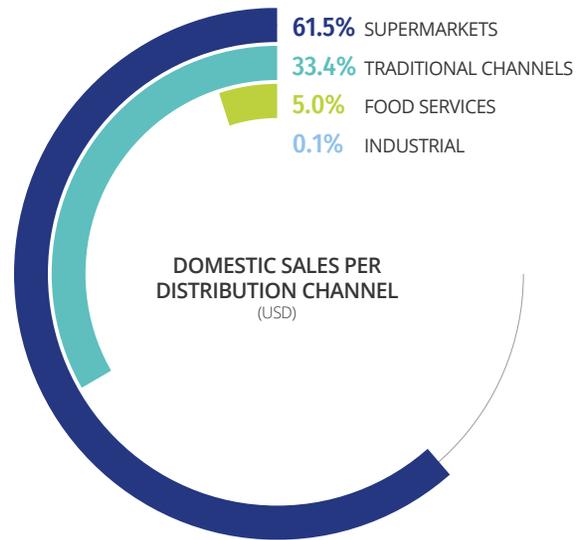


Source: Agrosuper



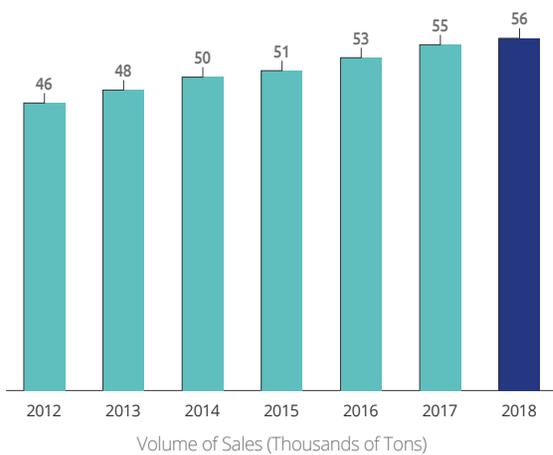


Source: Agrosuper

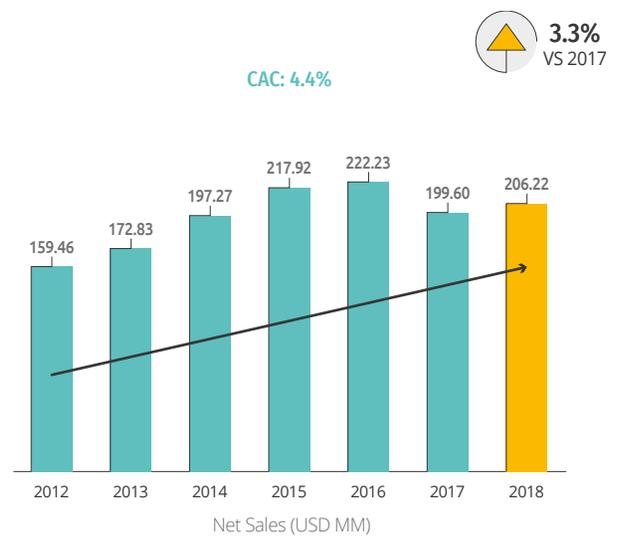


Source: Agrosuper

EVOLUTION OF SALES



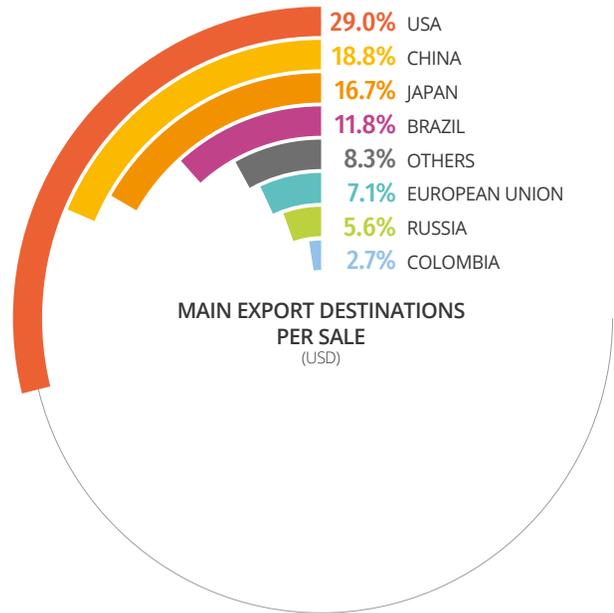
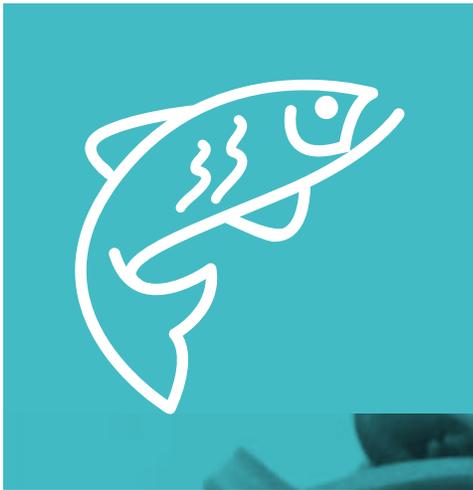
Source: Agrosuper



Source: Agrosuper

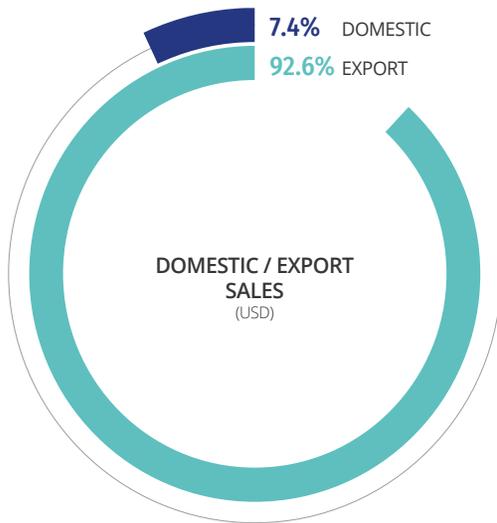
| Aquaculture Segment: Salmon |

USD **355.03** MM
Total sales

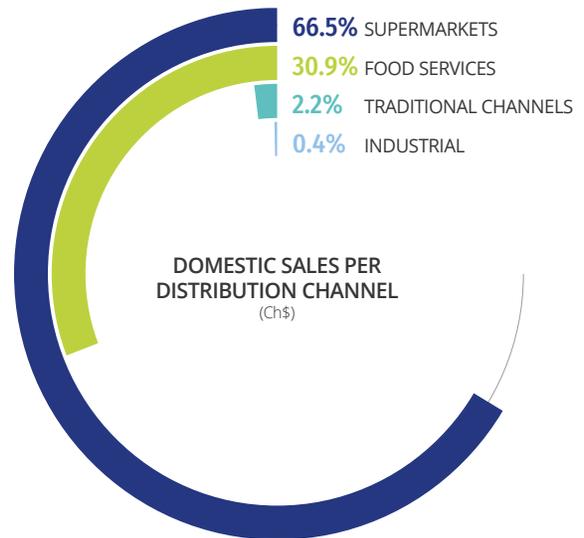


Source: Agrosuper



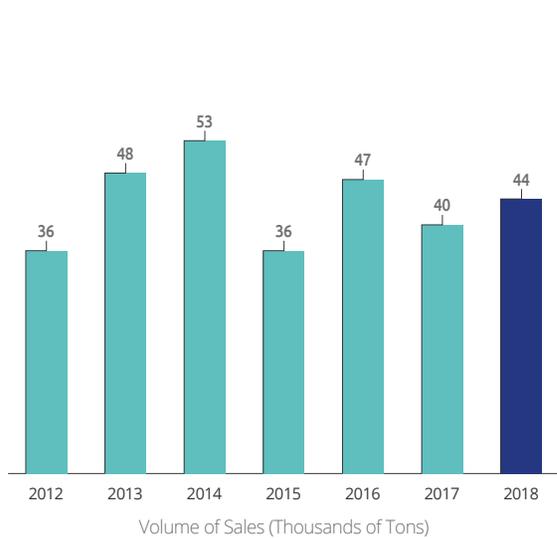


Source: Agrosuper

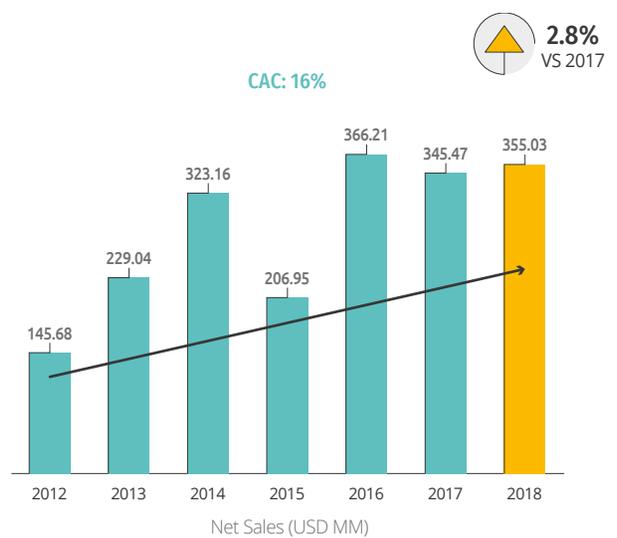


Source: Agrosuper

EVOLUTION OF SALES



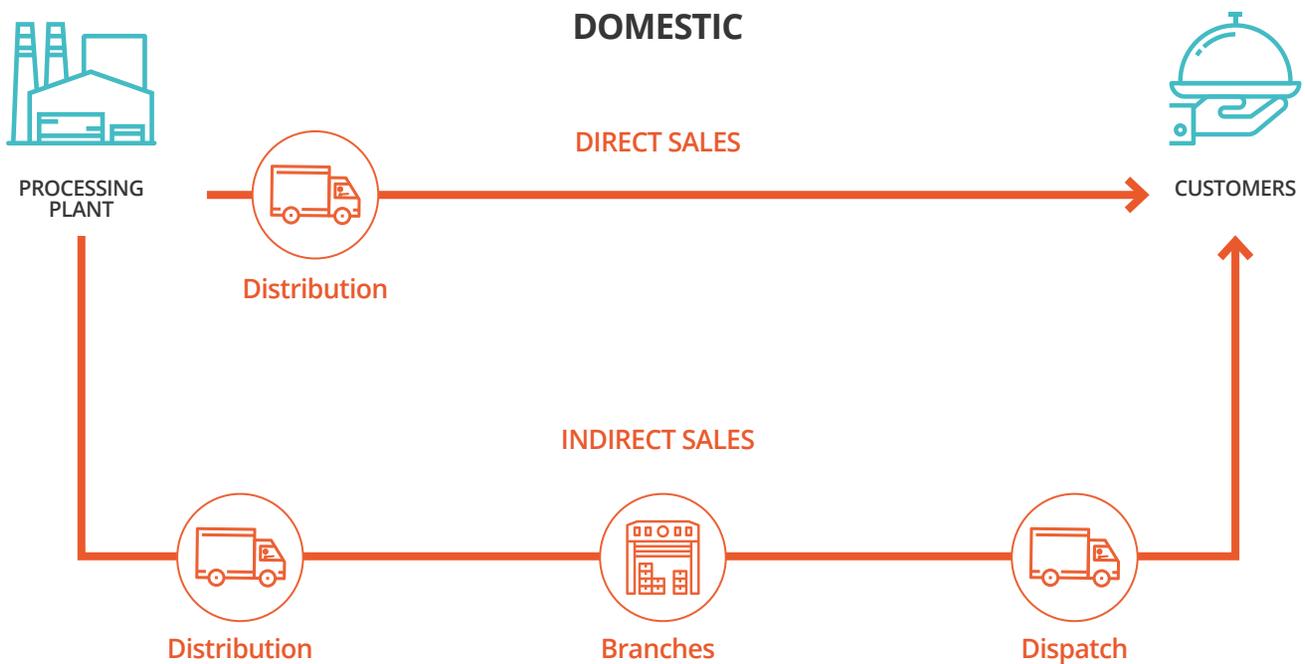
Source: Agrosuper



Source: Agrosuper

Distribution

We maintain a distribution chain that covers all of Chile from Arica to Punta Arenas and 6 international offices, which enables us to be closer to each of our customers and consumers, thereby providing a more timely response and due diligence to each of their requirements.



88.1%

Domestic service level

This indicator provides an effectiveness index for the delivery of products to our domestic customers through our branches.



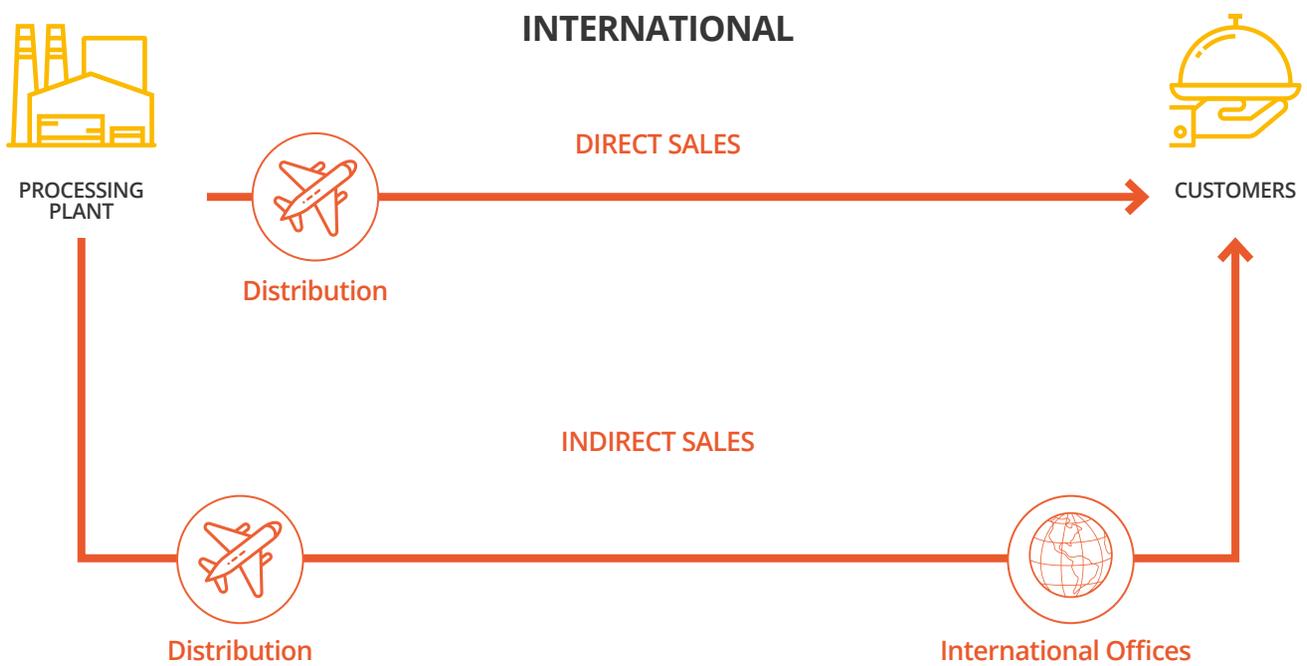
424

Outsourced shipping trucks



27

Branches



92%
International service level

This indicator provides an effectiveness index for the delivery of products to our international customers through our sales offices.





FINANCIAL STATEMENTS



06 |

| Material Events |

April 12, 2018

Agrosuper S.A. informed CMF of the following Material Event: on April 04, 2018, the Company Board of Directors agreed to call an Ordinary Shareholders' Meeting on April 27, 2018.

April 27, 2018

The Ordinary Shareholders' Meeting unanimously voted to pay a definitive dividend to shareholders charged to profit for the year 2017 of Ch\$2.1889766399 per share. This dividend was paid on May 08, 2018.

May 10, 2018

The Ordinary Board of Directors' Meeting of Agrosuper S.A. unanimously voted to pay a provisional dividend to shareholders charged to profit for the year 2018 of Ch\$0.6339862719 per share. This dividend was paid on May 11, 2018.

June 01, 2018

Agrosuper S.A. Informed the CMF of the following Material Event: the company subsidiary, Los Fiordos Limitada, presented an offer to acquire assets associated with Salmones Friosur S.A., Pisícola Hornopirén S.A. and Salmones Frioaysén S.A., and this offer was accepted in writing.

August 06, 2018

Agrosuper S.A. informed CMF of the following Material Event: on August 04, 2018, Agrosuper and majority shareholders of AquaChile S.A., Holding Salmones Ltda. and Inversiones Patagonia Ltda. and related companies, signed a "Promise of sale agreement and TOB" to acquire all shares in the company, equivalent to 67% of all duly issued shares subscribed and paid. The transaction will occur through a Takeover Bid (TOB) for acquisition of 100% of company shares.

August 09, 2018

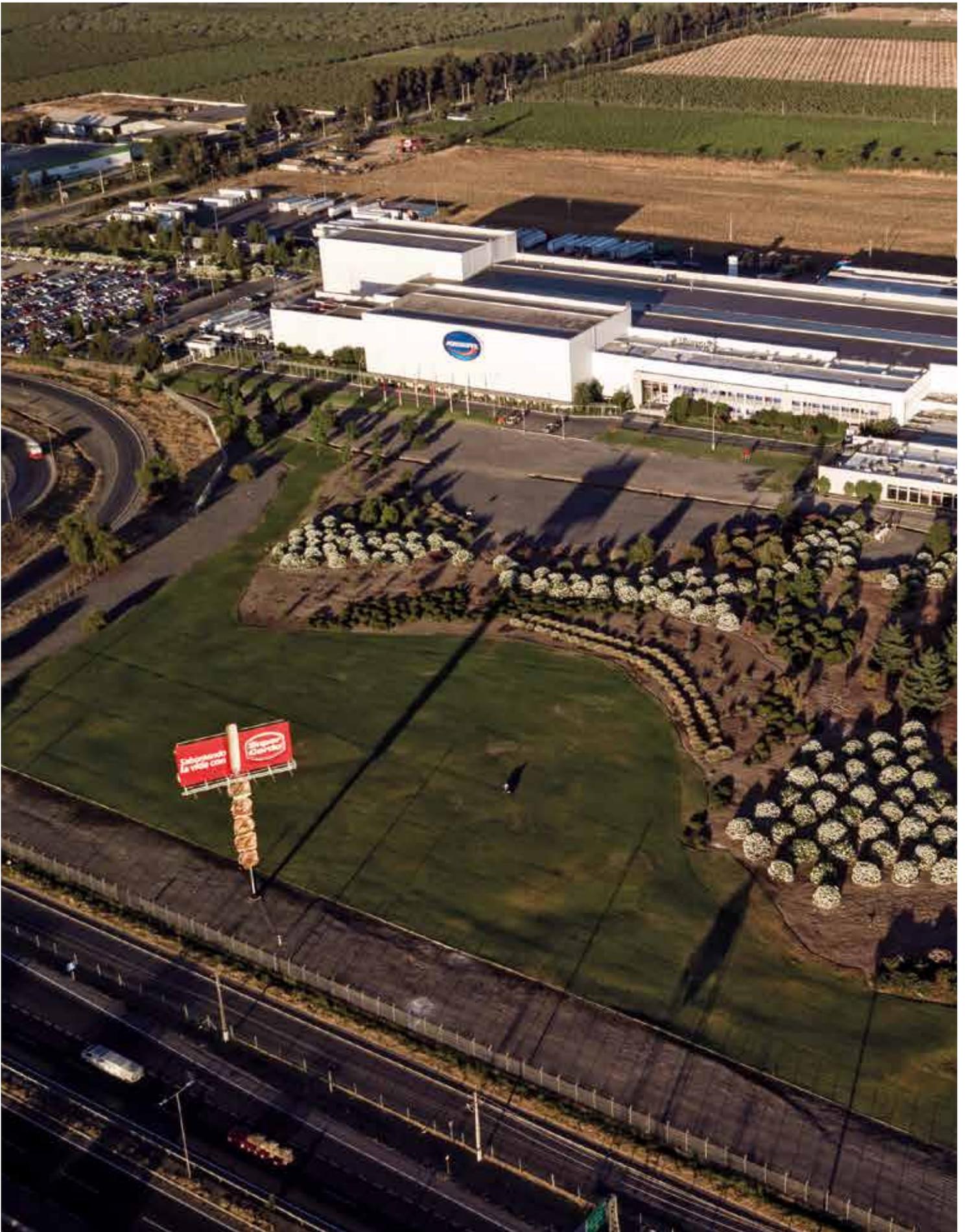
In response to the electronic letter N°20836 regarding the form of financing of the amount to pay for the acquisition of Empresas AquaChile S.A., Agrosuper indicated that it has anticipated financing the operation with resources contributed by Agrosuper shareholders for an amount equivalent to approximately 50% of the definitive price. The balance will be paid through bank loans and/or bond placement in the securities market as determined in due course by company management.

August 10, 2018

Agrosuper S.A. informed CMF of the following Material Event: through the Santiago Stock Exchange, under the Dutch Auction mode, series L and M bonds were placed. Series L bonds were placed for UF 4,000,000 with a maturity date of September 1, 2028 and an annual placement rate of 2.39%, while series M bonds were placed for UF 1,500,000, with a maturity date of September 1, 2041, and an annual placement rate of 2.38%. Both were issued and charged to the 30 years bond line registered in the securities registry of this commission under number 808, dated April 10, 2015.

December 04, 2018

Agrosuper S.A. informed the CMF of the following Material Event: in relation to the binding offer to acquire assets in Salmones Friosur S.A., Pisícola Hornopirén S.A. and Salmones Frioaysén S.A., related to salmon operation, the parties closed the deal that involves the incorporation of employees associated with the operation, a hatchery located in Hornopirén, 40 maritime concessions, distributed mainly in the Region of Aysen and their respective biomass, for an amount of US\$ 235 million.





| Property identification |

Name: Agrosuper S.A.

Address: Camino La Estrella 401, Of.56, Sector Punta de Cortés, Rancagua.

ID Number: 76.129.263-3.

Type of company: Privately held corporation

Act of incorporation

City: Santiago

Date: October 29, 2010

Notary: Andrés Rubio Flores

Legalization

Publication Date in the Official Journal: December 24, 2010

Subscription in the Commerce Registry: Santiago

Pages: 69,043

Number: 48,224

Date: December 21, 2010

Addresses, telephones and others

Main address: Camino La Estrella 401, of. 56, Sector Punta de Cortés, Rancagua

Phone: 72 2356000

Web site: www.agrosuper.com

Shareholders of the company

Promotora Doñihue Ltda.

ID Number: 78.407.260-6

Share of the Company: 98.48%

Agrocomercial El Paso S.A.

ID Number: 96.733.090-6

Share of the Company: 1.52%

| Corporate purpose |

The social purpose of the company is: (a) the investment in all type of goods, whether they are movable property or immovable property, tangible/intangible assets, including acquisition of shares, duties or rights in all type of partnership whether it is commercial or civil partnership, communities or associations, bonds, financial instruments, bills of trade and, in general, in all type of transferable securities and market instruments and management and operation of these investments and its fruits or products; (b) the incorporation of companies or associations of any kind and their inclusion whether as a partner or as a shareholder, its modification and the administration of the latter; (c) the administration, manufacture, preparation, operation and sale, whether directly or through other people, in all types of movable property, specially from derived products or those related products with agriculture, mining, fishing, feeding, electricity and fuels; (d) the administration, construction, operation and sale whether directly or through other people, in all types of farming and/or non-farming real estate, dedicated to breeding all types of animals, forestry products, fruit growing and agribusiness, in general; (and) provision of all type services to individuals or legal entities and other types of entities, specifically to people or entities related to the company, including, but not limited to services, such as administration, finance, accounting, treasury, accounting controllership and human resources whether it is in the country or abroad; and (f) to request, get, register, acquire, lease license and trade, in any other way, brands, advertisement and trade names, domain names, patents, inventions and processes, drawings, designs, know-how and other intangible assets related with intellectual and industrial property.



Controllers

The Company is controlled by Mr. Gonzalo Vial Vial, ID Number 3.806.024-4 and by his children, Ms. María Cristina Vial Concha, ID Number 7.032.945-K, Ms. María del Pilar Vial Concha, ID Number 7.022.795-2, Ms. María José Vial Concha, ID Number 7.022.776-2 and Mr. Gonzalo Vial Concha, ID Number 7.022.663-4, through their indirect shares in the Company. The aforementioned individuals participate in Agrosuper S.A. by means of the following Companies, Sociedad Agrocomercial El Paso S.A., Promotora Doñihue Ltda., Agrícola GV S.A. e Inversiones VC Ltda. They are directly and indirectly holders of 100% of the shares and of the social rights of the aforementioned companies.

Legal Framework

Agrosuper S.A. is a privately held corporation registered in the Registry of Securities of the Chilean Securities and Insurance Superintendent with the number 1,084 as issuer of public securities other than shares (bonds), regulated by Law # 18,045 on Stock Market and Law # 18,046 on Corporations. Additionally, Agrosuper S.A. and its subsidiaries must comply with applicable Regulations for its activities and business, among them: Decree # 977 on Sanitary Regulation on Food, Decree # 725 Health Code; Law # 18,892 General Fishing & Aquaculture Law; compliance with the Regulatory Framework on Sanitary Control, Plagues and Epidemics (SAG) and Environment, concerning approvals of Environmental Impact of Breeding Farms (SEIA).



MATERIALITY & GRI INDEX



07 |



Definition of materiality

The 2018 Agrosuper Integrated Report describes the management and results in terms of sustainable development -in its economic, social and environmental variables- for Agrosuper's entire productive process and operations between January 1 and December 31, 2018. The content was defined based on Global Reporting Initiative (GRI) Standards.

Identification of relevant issues:

The most important aspects for stakeholders were surveyed through an analysis of the most significant issues for the industry based on international standards (SASB and DJSI), a benchmark analysis of material topics for the industry on sustainability issues, as well as the perspective of opinion leaders in Chile on the most relevant issues that Agrosuper should cover in its report.

a. International Standards (SASB and DJSI)

Sustainability Accounting Standards Board (SASB): these standards address the most important sustainability issues for each industry in the USA and they have an impact on the financial conditions or operating performance of companies. This year, relevant issues and indicators were considered for the meat, poultry and dairy industry, as per Materiality Map 2018.

Dow Jones Sustainability Index (DJSI): created on December 31, 1998 by the Dow Jones Indexes (el indicador headquartered in Nueva York), Stoxx Limited (European index generator) and SAM (Sustainable Asset Management). The Dow Jones Sustainability Index (DJSI) evaluates candidate companies based on sustainability criteria selected by the index, which are reviewed annually. Agrosuper used the FOA Food Products Industry drivers published in the DJSI Yearbook 2018, as well as the more heavily weighted criteria in the DJSI 2018 Questionnaire.

b. International Benchmark Analysis:

The Benchmark analysis compiles material topics reported by leading global companies considered by Agrosuper for comparison purposes, to determine which are priorities on sustainability issues for the industry. This year, eight global leaders were analyzed.

c. Opinion Leaders Focus Group:

In December 2018, Agrosuper held a discussion group with different opinion leaders, in order to listen to their concerns and vision on where the company should focus its efforts on sustainability issues. Representatives of different organizations participated, such as the World Wildlife Fund (WWF), The Nature Conservancy Chile, the Chilean Association of Animal Welfare, Chile Transparente, UC Center for Global Change, Almabrand y Cooperative Rabobank U.A.

Priority topics

Each topic was weighted based on the frequency with which it appeared in the survey and the source providing the information (Benchmark International, SASB, DJSI, opinion leaders). Priority was based on topic ranking according to its influence in the assessment, stakeholder decisions and relative weight associated, as well as its relevance for the business. Finally, issues were grouped into seven focus areas and organized by relevance in the following Materiality Matrix.

Executive validation

Material topics were presented and validated with Agrosuper’s main executives. In the meeting, observations on these were collected to ensure that all significant sustainability issues for our stakeholder are included in this report. Likewise, this involved different informants in the surveying process.

List of material topics

Material Topic	Category	Dimension	Customers	Consumers	Employees	Suppliers	Investors	Regulatory Entities	Unions and NGOs	Local communities
Ethics and anti-corruption	Governance	Economic	●	●	●	●	●	●	●	●
Animal welfare	Product	Economic	●	●	●	●	●	●	●	●
Food quality and safety	Product	Economic	●	●	●	●	●	●	●	●
Occupational health and safety	Employees	Social	●	●	●	●	●	●	●	●
Human capital development	Employees	Social	●	●	●	●	●	●	●	●
Diversity and equal opportunity	Employees	Social	●	●	●	●	●	●	●	●
Supply chain management	Suppliers	Economic	●	●	●	●	●	●	●	●
Local employment	Social	Social	●	●	●	●	●	●	●	●
Water	Environment	Environmental	●	●	●	●	●	●	●	●
Emissions	Environment	Environmental	●	●	●	●	●	●	●	●
Environmental impact management (incl. transport and odors)	Environment	Environmental	●	●	●	●	●	●	●	●

● Direct impact on stakeholder group ● Indirect impact on stakeholder group



Materiality matrix

OUR PEOPLE

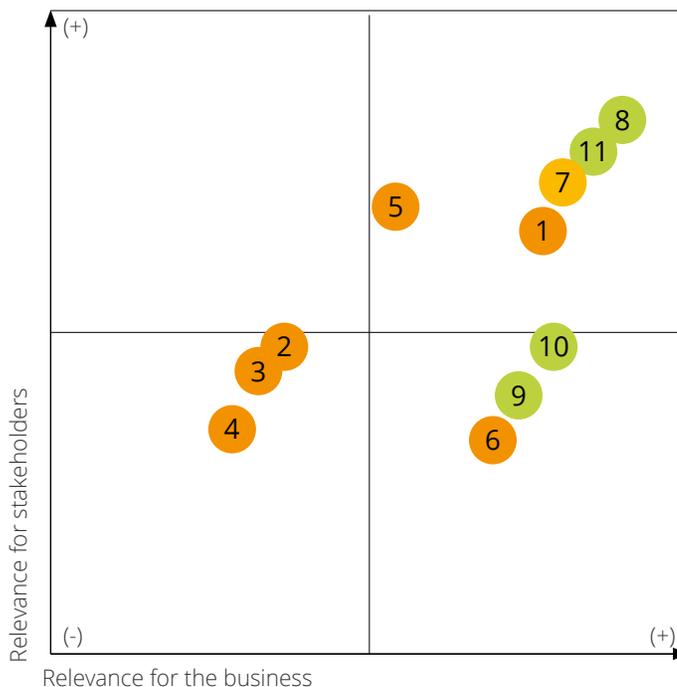
- 1 Occupational health and safety
- 2 Human capital development
- 3 Diversity and equal opportunity
- 4 Local employment
- 5 Supply chain management
- 6 Ethics and anti-corruption

WE ARE IN EVERY MOMENT

- 7 Food quality and safety

CONCERN FOR THE ENVIRONMENT

- 8 Water
- 9 Emissions
- 10 Environmental impact management (incl. transport and odors)
- 11 Animal welfare



GRI Index

GRI INDICATORS - CORE

GRI STANDARD	CONTENT	DEFINITION	PAGE
	102-1	Name of the organization	121
	102-2	Activities, brands, products, and services	8-9, 50, 54-59, 94-95, 104-113
	102-3	Location of headquarters	121
	102-4	Location of operations	8-9, 29, 114-115, 121
	102-5	Ownership and legal form	121
	102-6	Markets served	9, 94-115
Organizational profile	102-7	Scale of the organization	8-9, 15-16, 18-22, 26-29, 54-59
	102-8	Information on employees and other workers	29-31
	102-9	Supply chain	8-9
	102-10	Significant changes to the organization and its supply chain	8-9, 44
	102-11	Precautionary principle or approach	12
	102-12	External initiatives	63, 81
	102-13	Membership of associations	13
Strategy	102-14	Statement from senior decision-maker	5
Ethics and integrity	102-16	Values, principles, standards and norms of behavior	10, 40
	102-18	Governance structure	36-39
Governance	102-22	Composition of the highest governance body and its committees	36
	102-30	Effectiveness of risk management processes	38
	102-40	List of stakeholder groups	13
	102-41	Collective bargaining agreements	34
Stakeholder engagement	102-42	Identifying and selecting stakeholders	13
	102-43	Approach to stakeholder engagement	128-129
	102-44	Key topics and concerns raised	128-129

GRI STANDARD	CONTENT	DEFINITION	PAGE
Reporting practice	102-45	Entities included in the consolidated financial statements	122-123
	102-46	Defining report content and topic boundaries	
	102-47	List of material topics	129
	102-48	Restatement of information	Restatement of information didn't exist
	102-49	Changes in reporting	
	102-50	Reporting period	127
	102-51	Date of most recent report	2017
	102-52	Reporting cycle	Annual
	102-53	Contact point for questions regarding the report	Colophon
	102-54	Claims of reporting in accordance with the GRI standards	This report has been made according to GRI Standards: Core option
	102-55	GRI Content Index	130-133
	102-56	External assurance	No external assurance
Material topic - water			
Management approach	103-1	Explanation of the material topic and its boundary	70
	103-2	The management approach and its components	70-71
	103-3	Evaluation of the management approach	71
Water	303-1	Water withdrawal by source	71
Material topic - animal welfare			
Management approach	103-1	Explanation of the material topic and its boundary	78
	103-2	The management approach and its components	78-83
	103-3	Evaluation of the management approach	81-82
This material topic does not have an associated specific	Information material topic - animal welfare		78-83

GRI STANDARD	CONTENT	DEFINITION	PAGE
Material topic - food quality and safety			
	103-1	Explanation of the material topic and its boundary	60
Management approach	103-2	The management approach and its components	60-63
	103-3	Evaluation of the management approach	61-63
This material topic does not have an associated specific GRI Standard	Information material topic - animal welfare		60-63
Material topic - supply chain management			
	103-1	Explanation of the material topic and its boundary	44
Management approach	103-2	The management approach and its components	44-46
	103-3	Evaluation of the management approach	44-46
Supplier social assessment	414-1	New suppliers that were screened using social criteria	No due diligence processes registered to measure the social impact of our suppliers during the period.
Material topic - occupational health and safety			
	103-1	Explanation of the material topic and its boundary	32
Management approach	103-2	The management approach and its components	32-33
	103-3	Evaluation of the management approach	27, 32-33
Occupational health and safety	403-2	Types of injury and frequency rates of injury, occupational illnesses, lost days, and absenteeism, and number of work-related fatalities	27, 32-33
Material topic - human capital development			
	103-1	Explanation of the material topic and its boundary	28
Management approach	103-2	The management approach and its components	35
	103-3	Evaluation of the management approach	27, 35
Training and education	404-1	Average hours of training per year per employee	27, 35
Material topic - diversity and equal opportunity			
	103-1	Explanation of the material topic and its boundary	28
Management approach	103-2	The management approach and its components	28-31
	103-3	Evaluation of the management approach	27, 29-31
Diversity and equal opportunity	405-1	Diversity of governance bodies and employees	29-31
	405-2	Ratio of basic salary and remuneration of women to men	385

GRI STANDARD	CONTENT	DEFINITION	PAGE
Material topic - emissions			
	103-1	Explanation of the material topic and its boundary	70
Management approach	103-2	The management approach and its components	70, 73, 77
	103-3	Evaluation of the management approach	73, 77
	305-1	Direct (Scope 1) GHG emissions	73
Emissions	305-4	GHG emissions intensity	73
	305-5	Reduction of GHG emissions	73
	Material topic - local employment		
	103-1	Explanation of the material topic and its boundary	28
Management approach	103-2	The management approach and its components	28-29
	103-3	Evaluation of the management approach	28-29
	Employment	401-1	New employee hires and employee turnover
Material topic - ethics and anti-corruption			
	103-1	Explanation of the material topic and its boundary	40
Management approach	103-2	The management approach and its components	40-43
	103-3	Evaluation of the management approach	40-43
	Anti-corruption	205-2	Communication and training about anti-corruption policies and procedures
Material topic - environmental impact management (includes transport and odors)			
	103-1	Explanation of the material topic and its boundary	76
Management approach	103-2	The management approach and its components	76-77
	103-3	Evaluation of the management approach	76-77
	This material topic does not have an associated specific GRI Standard	Information material topic - environmental impact management (includes transport and odors)	76-77



Liability Statement

The Directors and the General Manager of Agrosuper S.A., who have signed this sworn statement, are liable for the authenticity of all information included in this Integrated Report.



Gonzalo Vial Vial

Chairman

ID Number: 3.806.024-4



Fernando Barros Tocornal

Vice Chairman

ID Number: 6.379.075-3



Antonio Tuset Jorratt

Director

ID Number: 4.566.169-5



Canio Corbo Lioi

Director

ID Number: 3.712.353-6



Verónica Edwards' Guzmán

Director

ID Number: 7.051.999-2



Juan Claro González

Director

ID Number: 5.663.828-8



José Guzmán Vial

Chief Executive Officer

ID Number: 6.376.987-8

