

















Figures & Indicators

FRESH FRUITS & VEGETABLES COMPANIES

COMPANY NAME	PAÍS	Consolidated revenues in US\$ millions						CAGR%
		2015	2016	2017	2018	2019	2020	
DOLE FOOD COMPANY		4.646	4.507	4.455	4.567	4.516	4.672	+0,1%
DEL MONTE FRESH PRODUCE		4.057	4.012	4.086	4.494	4.489	4.202	+0,7%
TOTAL PRODUCE		3.136	3.273	4.418	4.264	4.182	4.689	+8,4%
CALAVO GROWERS		857	936	1.076	1.089	1.196	1.059	+4,3%
HORTIFRUT		349	427	388	528	576	683	+14,4%
MISSION PRODUCE		n.a.	n.a.	n.a.	860	883	862	+0,1%
CAMPOSOL HOLDING		273	277	368	455	327	343	+4,7%
LIMONEIRA		100	112	121	129	171	165	+10,4%
COMERCIAL GREENVIC		108	127	124	131	120	117	+1,6%
AGROKASA HOLDINGS		85	111	114	107	112	78	-1,5%
CORP.FIN.DE INVERSIONES		35	43	47	88	139	154	+34,6%
LA ROSA SOFRUCO		46	55	68	61	61	85	+13,0%
SOFRUCO ALIMENTOS		26	33	42	34	32	43	+10,6%
AGRÍCOLA SAN JUAN		17	21	20	23	20	14	-5,0%
INVERSIONES ABRANTES		12	16	19	20	20	n.a.	+12,0%
AGRÍCOLA CERRO PRIETO		35	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
TOTAL		13.783	13.950	15.346	16.849	16.843	17.168	+4,5%

Revenues distribution 2015 – 2020

COMPANY	ORIGIN	FRESH FRUITS [GENERIC]	VEGETABLES [GENERIC]	BANANAS	PREPARED FOOD	AVOCADOS	STONE & SOFT FRUITS	PINEAPPLES	CITRUS	APPLES & PEARS	GRAPES	EXOTIC FRUITS	MELONS	ASPARAGUS	OTHERS AGRO	OTHERS NOT-AGRO
TOTAL PRODUCE		19%	26%	18%	6%		12%	2%	4%	5%	3%	2%			3%	
DOLE FOOD COMPANY		64%	27%												10%	
DEL MONTE FRESH PRODUCE		6%	4%	41%	24%	7%		12%					2%		2%	3%
CALAVO GROWERS			3%		46%	49%						1%				
MISSION PRODUCE						99%										1%
HORTIFRUT					6%		94%									
CAMPOSOL HOLDING			2%			24%	41%		2%		5%	7%	0%	2%	14%	2%
LIMONEIRA						6%			90%							4%
COMERCIAL GREENVIC		100%														
AGROKASA HOLDINGS						53%	2%				22%			22%		1%
CORP.FIN.DE INVERSIONES						51%	26%				5%			9%	1%	9%
LA ROSA SOFRUCO		56%													44%	
SOFRUCO ALIMENTOS		77%													23%	
AGRÍCOLA SAN JUAN						1%					79%				19%	1%
INVERSIONES ABRANTES			100%													
AGRÍCOLA CERRO PRIETO						90%					2%				8%	1%

Companies can change the way they report their revenues distribution over time



Fresh Fruits [Generic]

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
DOLE FOOD COMPANY	2.910	3.001	3.225	2.795	2.695	2.764
TOTAL PRODUCE					2.898	3.229
DEL MONTE FRESH PRODUCE	275	260	236	227	196	211
COMERCIAL GREENVIC	108	127	124	131	120	117
LA ROSA SOFRUCO	25	29	37	34	36	49
SOFRUCO ALIMENTOS	20	26	33	26	24	34
TOTAL	3.338	3.443	3.654	3.212	5.968	6.404

TOTAL PRODUCE combines revenues with DOLE since 2019

Bananas



REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
DEL MONTE FRESH PRODUCE	1.868	1.812	1.775	1.703	1.656	1.603
TOTAL PRODUCE	490	436	567	548	1.794	2.076
TOTAL	2.357	2.248	2.342	2.251	3.450	3.679

TOTAL PRODUCE combines revenues with DOLE since 2019



Fresh Vegetables [Generic]

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
TOTAL PRODUCE	942	1.031	1.288	1.295	1.932	2.076
DOLE FOOD COMPANY	1.381	1.130	1.205	1.118	1.185	1.268
DEL MONTE FRESH PRODUCE	160	112	104	213	229	196
CALAVO GROWERS	19	36	29	32	41	54
INVERSIONES ABRANTES	12	16	19	20	20	
CAMPOSOL HOLDING	38	4	2	2	0	0
TOTAL	2.551	2.329	2.648	2.680	3.407	3.594

TOTAL PRODUCE combines revenues with DOLE since 2019



Prepared Food

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
DEL MONTE FRESH PRODUCE	830	864	820	1.194	1.260	1.117
CALAVO GROWERS	371	414	509	554	592	489
TOTAL PRODUCE	452	436	567	448		
HORTIFRUT	28	42	24	27	33	40
TOTAL	1.680	1.756	1.920	2.223	1.885	1.645

TOTAL PRODUCE combines revenues with DOLE since 2019

Avocados



REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
MISSION PRODUCE	544	600	853	859	874	847
CALAVO GROWERS	471	493	546	512	570	522
DEL MONTE FRESH PRODUCE	175	230	315	329	381	332
CAMPOSOL HOLDING	54	53	122	112	73	75
AGROKASA HOLDINGS	36	69	64	55	62	34
CORP.FIN.DE INVERSIONES	29	35	28	47	60	60
LIMONEIRA	7	11	10	7	5	9
AGRÍCOLA CERRO PRIETO	31					
AGRÍCOLA SAN JUAN				0,4	0,3	0,1
TOTAL	1.347	1.491	1.938	1.921	2.025	1.878

Apples & Pears



REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
TOTAL PRODUCE	301	357	464	498		
TOTAL	301	357	464	498		

TOTAL PRODUCE changes its business segmentation since 2019

Pineapples



REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
DEL MONTE FRESH PRODUCE	525	495	493	488	455	459
TOTAL PRODUCE	38	40	52	50	276	308
TOTAL	562	535	544	538	731	766

TOTAL PRODUCE combines revenues with DOLE since 2019

Stone & Soft Fruits



REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
TOTAL PRODUCE	791	872	1.134	1.046		
HORTIFRUT	321	387	365	509	548	649
CAMPOSOL HOLDING	48	100	121	205	200	174
CORP.FIN.DE INVERSIONES	0	2	8	20	44	55
AGROKASA HOLDINGS		0	0	2	4	8
TOTAL	1.161	1.362	1.628	1.782	796	887

TOTAL PRODUCE changes its business segmentation since 2019

Citrus



REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
TOTAL PRODUCE	226	278	412	398		
LIMONEIRA	88	95	106	118	161	151
CAMPOSOL HOLDING	0	0	8	9	11	23
TOTAL	314	373	527	525	172	174

TOTAL PRODUCE changes its business segmentation since 2019

Grapes

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
TOTAL PRODUCE	151	198	258	249		
AGROKASA HOLDINGS	25	18	26	27	19	17
CAMPOSOL HOLDING	17	14	6	16	15	38
AGRÍCOLA SAN JUAN	12	14	18	20	17	11
CORP.FIN.DE INVERSIONES	1	2	1	5	7	7
AGRÍCOLA CERRO PRIETO	1					
TOTAL	206	246	309	317	59	73

TOTAL PRODUCE changes its business segmentation since 2019

Others Agro

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
DOLE FOOD COMPANY	354	376	24	653	636	641
TOTAL PRODUCE	226	198	258	249		
DEL MONTE FRESH PRODUCE			110	95	92	94
CAMPOSOL HOLDING	57	70	83	81	0	0
LA ROSA SOFRUCO	21	26	31	27	25	35
SOFRUCO ALIMENTOS	6	7	9	8	8	10
AGRÍCOLA SAN JUAN	6	7	2	2	2	2
CALAVO GROWERS	4	6	0	0	1	0
CORP.FIN.DE INVERSIONES	3	0	0	0	0	
AGRÍCOLA CERRO PRIETO	3					
TOTAL	681	690	518	1.115	764	782

TOTAL PRODUCE changes its business segmentation since 2019

Exotic Fruits

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
TOTAL PRODUCE	151	119	155	199		
CAMPOSOL HOLDING	23	21	21	25	26	31
CALAVO GROWERS	9	10	9	12	11	11
TOTAL	183	150	185	236	36	42

TOTAL PRODUCE changes its business segmentation since 2019

Melons

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
DEL MONTE FRESH PRODUCE	123	112	107	108	92	76
TOTAL	123	112	107	108	92	76

Asparagus

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
AGROKASA HOLDINGS	24	24	23	22	25	18
CORP.FIN.DE INVERSIONES	2	3	6	7	13	14
CAMPOSOL HOLDING	43	0	0	0	0	0
TOTAL	68	27	29	30	38	32

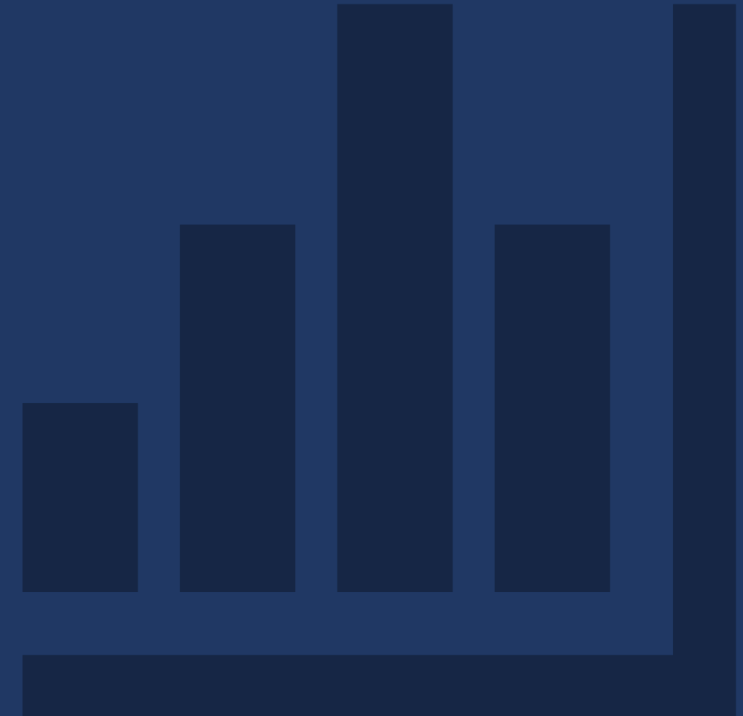
Others Not – Agro

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
DEL MONTE FRESH PRODUCE	103	128	126	136	129	116
CORP. FIN. DE INVERSIONES	0	0	3	8	14	18
CAMPOSOL HOLDING	10	14	5	4	2	2
LIMONEIRA	5	6	5	5	5	5
MISSION PRODUCE				1	10	15
AGROKASA HOLDINGS				1	2	1
DOLE FOOD COMPANY	2	1	1	1	-0	0
AGRÍCOLA SAN JUAN	0	0	0	1	0	0
LA ROSA SOFRUCO	0	0	0	0	0	0
AGRÍCOLA CERRO PRIETO	0					
TOTAL	120	148	141	158	161	157

















Adjustments to consolidated revenues

REVENUES [US\$ millions]	2015	2016	2017	2018	2019	2020
CAMPOSOL HOLDING	-17					
HORTIFRUT	-0	-2	-0	-8	-4	-5
CALAVO GROWERS	-17	-23	-19	-21	-20	-16
TOTAL PRODUCE	-631	-692	-736	-716	-2.718	-3.000
TOTAL	-665	-717	-755	-745	-2.742	-3.021

TOTAL PRODUCE combines revenues with DOLE since 2019



















Operating Margin 2015 – 2020

COMPANY	ORIGIN	2015	2016	2017	2018	2019	2020	Weighted average	Median	Simple average
CORP.FIN.DE INVERSIONES		51,7%	21,0%	18,3%	28,1%	38,8%	30,7%	32,0%	29,4%	31,4%
INVERSIONES ABRANTES		27,8%	29,0%	30,1%	27,9%	25,1%	n.a.	28,0%	27,9%	28,0%
AGROKASA HOLDINGS		27,7%	44,1%	41,1%	18,8%	25,8%	-1,1%	27,6%	26,8%	26,1%
CAMPOSOL HOLDING		19,3%	12,5%	29,2%	28,3%	31,1%	26,2%	25,2%	27,3%	24,5%
AGRÍCOLA CERRO PRIETO		23,3%	n.a.	n.a.	n.a.	n.a.	n.a.	23,3%	23,3%	23,3%
LA ROSA SOFRUCO		15,2%	9,0%	10,6%	10,8%	7,3%	16,1%	11,7%	10,7%	11,5%
HORTIFRUT		8,7%	10,3%	9,5%	14,4%	7,2%	14,5%	11,1%	9,9%	10,7%
MISSION PRODUCE		n.a.	n.a.	n.a.	2,2%	12,1%	7,9%	7,4%	7,9%	7,4%
COMERCIAL GREENVIC		7,3%	9,6%	6,3%	6,3%	2,2%	5,1%	6,1%	6,3%	6,1%
CALAVO GROWERS		5,1%	6,5%	5,4%	5,2%	5,9%	3,0%	5,2%	5,3%	5,2%
AGRÍCOLA SAN JUAN		4,3%	-2,6%	7,1%	2,3%	7,9%	3,4%	3,6%	3,8%	3,7%
DEL MONTE FRESH PRODUCE		2,2%	6,1%	3,7%	0,9%	2,5%	1,8%	2,8%	2,4%	2,9%
TOTAL PRODUCE		1,8%	1,8%	2,1%	2,1%	2,3%	2,2%	2,1%	2,1%	2,1%
DOLE FOOD COMPANY		1,2%	0,5%	0,8%	1,5%	3,5%	3,7%	1,9%	1,4%	1,8%
LIMONEIRA		4,6%	8,2%	9,8%	7,3%	-3,2%	-11,6%	1,3%	6,0%	2,5%
SOFRUCO ALIMENTOS		-3,4%	-3,9%	1,0%	3,4%	2,3%	5,0%	1,1%	1,6%	0,7%
Weighted average		2,9%	4,0%	3,7%	3,3%	4,6%	4,0%	3,8%	3,8%	3,8%
Median		7,3%	8,6%	8,3%	6,3%	7,2%	4,3%	6,8%	7,2%	7,0%
Simple average		13,1%	10,9%	12,5%	10,6%	11,4%	7,6%	11,9%	12,0%	11,0%

















Operating Margin = EBIT / Revenues

Asset Turnover 2015 – 2020

COMPANY	ORIGIN	2015	2016	2017	2018	2019	2020	Weighted average	Median	Simple average
CALAVO GROWERS		301%	285%	295%	296%	306%	247%	287%	296%	288%
TOTAL PRODUCE		315%	310%	319%	259%	236%	244%	273%	284%	280%
SOFRUCO ALIMENTOS		140%	151%	176%	193%	196%	231%	180%	185%	181%
DOLE FOOD COMPANY		157%	155%	155%	151%	139%	143%	150%	153%	150%
DEL MONTE FRESH PRODUCE		156%	151%	148%	138%	134%	126%	141%	143%	142%
COMERCIAL GREENVIC		169%	156%	149%	138%	119%	117%	139%	144%	141%
MISSION PRODUCE		n.a.	n.a.	n.a.	n.a.	128%	111%	119%	120%	120%
INVERSIONES ABRANTES		88%	108%	92%	94%	106%	n.a.	98%	94%	98%
LA ROSA SOFRUCO		44%	49%	53%	52%	54%	69%	54%	53%	54%
HORTIFRUT		74%	78%	68%	42%	43%	45%	52%	56%	58%
CAMPOSOL HOLDING		41%	44%	60%	56%	41%	31%	44%	43%	46%
AGRÍCOLA SAN JUAN		33%	44%	38%	42%	45%	33%	39%	40%	39%
AGROKASA HOLDINGS		36%	44%	40%	44%	42%	27%	39%	41%	39%
LIMONEIRA		37%	37%	36%	31%	43%	42%	38%	37%	38%
CORP.FIN.DE INVERSIONES		16%	18%	16%	26%	35%	36%	26%	22%	24%
AGRÍCOLA CERRO PRIETO		18%	n.a.	n.a.	n.a.	n.a.	n.a.	18%	18%	18%
Weighted average		151%	152%	156%	145%	130%	125%	141%	148%	143%
Median		74%	93%	80%	75%	106%	90%	76%	85%	86%
Simple average		108%	116%	118%	112%	111%	107%	106%	108%	112%

Asset Turnover = Revenues / Assets

Return On Assets 2015 – 2020

COMPANY	ORIGIN	2015	2016	2017	2018	2019	2020	Weighted average	Median	Simple average
INVERSIONES ABRANTES		24,6%	31,4%	27,8%	26,2%	26,7%	n.a.	27,3%	26,7%	27,3%
CALAVO GROWERS		15,3%	18,6%	15,9%	15,4%	18,2%	7,5%	14,9%	15,6%	15,2%
MISSION PRODUCE		n.a.	n.a.	n.a.	n.a.	15,4%	8,8%	11,9%	12,1%	12,1%
CAMPOSOL HOLDING		8,0%	5,5%	17,5%	16,0%	12,9%	8,1%	11,2%	10,5%	11,3%
AGROKASA HOLDINGS		9,9%	19,2%	16,5%	8,3%	10,9%	-0,3%	10,7%	10,4%	10,8%
COMERCIAL GREENVIC		12,3%	14,9%	9,3%	8,7%	2,6%	6,0%	8,5%	9,0%	9,0%
CORP.FIN.DE INVERSIONES		8,2%	3,8%	2,9%	7,3%	13,4%	11,0%	8,4%	7,7%	7,8%
LA ROSA SOFRUCO		6,7%	4,4%	5,7%	5,6%	3,9%	11,1%	6,3%	5,6%	6,2%
HORTIFRUT		6,4%	8,1%	6,4%	6,1%	3,1%	6,5%	5,7%	6,4%	6,1%
TOTAL PRODUCE		5,8%	5,6%	6,8%	5,4%	5,5%	5,3%	5,7%	5,6%	5,7%
AGRÍCOLA CERRO PRIETO		4,1%	n.a.	n.a.	n.a.	n.a.	n.a.	4,1%	4,1%	4,1%
DEL MONTE FRESH PRODUCE		3,5%	9,2%	5,5%	1,2%	3,4%	2,3%	4,0%	3,5%	4,2%
DOLE FOOD COMPANY		1,9%	0,7%	1,2%	2,3%	4,8%	5,2%	2,8%	2,1%	2,7%
SOFRUCO ALIMENTOS		-4,7%	-5,9%	1,7%	6,6%	4,5%	11,6%	2,0%	3,1%	2,3%
AGRÍCOLA SAN JUAN		1,4%	-1,1%	2,7%	1,0%	3,5%	1,1%	1,4%	1,3%	1,4%
LIMONEIRA		1,7%	3,0%	3,5%	2,3%	-1,4%	-4,9%	0,5%	2,0%	0,7%
Weighted average		4,4%	6,0%	5,9%	4,6%	6,0%	5,0%	5,3%	5,4%	5,3%
Median		6,4%	5,6%	6,0%	6,4%	4,8%	6,3%	6,0%	6,1%	5,9%
Simple average		7,0%	8,4%	8,8%	8,0%	8,5%	5,7%	7,8%	7,9%	7,7%

Return On Assets = EBIT / Assets