

Profitable early season Avocado 'lifestyle' farm with marvelous traditional country house and park.

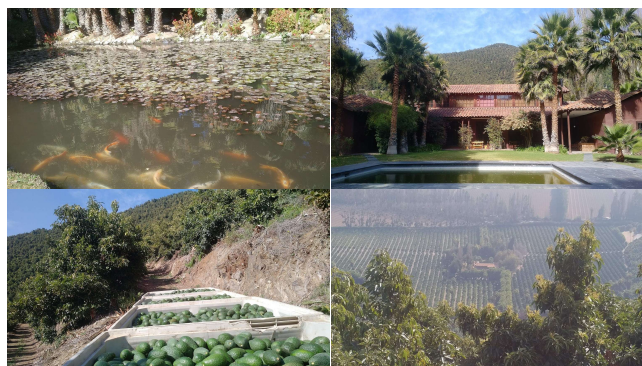


THE FARM

The farm is relatively small, 30 hectares, very efficient, hi-tech 'early season' avocado and citrus producer in one of Chile's premium fruit production valleys. Situated at short distance from the Ocean and the Andes, the farm benefits from dry weather in summer and high temperatures year-round, clean water and appropriate labor availability. Fruit production in this operation starts the Chilean avocado season with premium prices, highly valued by all kind of export companies and local supermarkets with limited supply at this time of the winter. With limited remaining irrigated agricultural land for avocados in Chile and particularly in this valley, this pleasant property just 1 hour drive from Santiago, is a unique and unusual business opportunity.

OPPORTUNITY HIGHLIGHTS

- **Land and Crops:** 30 hectares (21 has Hass avocados and 7 has with Fukumoto oranges) of prime agricultural farmland, suitable for evergreen crops. With important hillsides and norther-exposed land, the farm is essentially frost-free.
- **Volume Produced:** Farm operating close to full production. In average close to 300 to 400 tons of early (July-September) Hass avocados.
- **Quality farm:** The farm has a state-of-the-art computer sprinkler and drip irrigation system. With a stable top technical advisor, the farm is 'a must visit' for scientists and fruit buyers in the avocados & citrus business.
- **Water:** 200% water available by legal rights, both from local distribution channels and deep well.
- **Sales&Margin:** Revenues in excess of USD 700k. With very low overheads and operational expenses, the operation secures a yearly bottom line between USD 300k a 500k, representing an outstanding cash flow opportunity.
- **Facilities:** Basic farm facilities, plus a 900+ m², 19th century, restored Chilean country house. Includes large swimming pool, hot tub, pond, large trees, palms, gardens and a small church. All totaling 1.600 m²
- **Connectivity:** Situated at 1-hour drive from Santiago, it is also very close to Portillo ski field (www.skiportillo.com) and the country's most exclusive beaches (www.marbella.cl), all on pave roads and 1 min from the interstate highway.
- **Neighborhood:** Renowned and wealthy local businessmen, who secure tranquility as well as a potential future sell option.
- **Commercial integration:** Despite its size, the farm has long standing relationships with the countries' largest exporters.
- **Control:** 1 controlling party which lives overseas and visits the farm only at harvest season.
- **Price:** USD 3mln, plus taxes and commission, without harvest.



GENERAL OUTLOOK

Chile has been a regional leader during the last 20 years with a strong growth in a low inflation environment.

Globally integrated, Chile has 21 commercial agreements with 58 countries worldwide, representing 90% of the global GDP. Is an attractive destination for foreign direct investment, providing an excellent business platform, with a solid institutional framework and one of the highest ratings in Latin America.

Despite 2019 social unrest and 2020/21 COVID pandemic, Chile remains as one of the top economies in the region and among 15th major food exporters. Chile has been also a world leader in COVID vaccination and will be the first LATAM country to recover from the pandemic economic crisis.

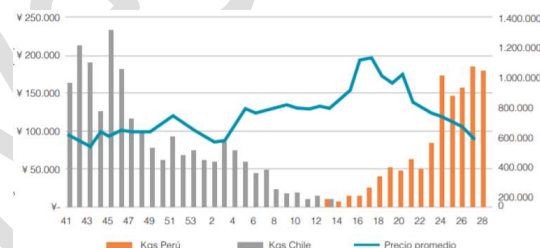
Chile's strategic location in the southern hemisphere allows it to supply off-season products to the northern hemisphere markets. Zoo sanitary and phytosanitary safety is of very high standards, thanks to geographic barriers and strict border controls. Fruit and vegetable crops can be scheduled to profit from seasons when international prices are higher.

País	Ene	Feb	Mar	Abr	May	Jun	Jul	Ago	Set	Oct	Nov	Dic
México												
Estados Unidos												
Perú												
Colombia												
Chile												
España												
Holanda												
Kenia												

Cuadro No. 30 - Consumo promedio per cápita de pulpa de principales países

País	Consumo per cápita Kg/año
México	11.00
Chile	7-8
Colombia	6.30
Estados Unidos	3.60
Canadá	2.50
Perú	2.5-3
Dinamarca	2.56
Noruega	2.48
Suecia	1.94
Países Bajos	2.02
Sudáfrica	2.00
Francia	1.86
Reino Unido	1.53
Suiza	1.50

Fuentes: FAO-Wood Avocado Organization
Elaboración: UIC-SSE



Regarding the avocado market, world production keeps increasing with strong prices given high global demand. Chile remains as the 2nd LATAM exporter behind Perú, with high quality fruit given its superior flavor and firm textures due to Summer dry Mediterranean climatic conditions. Chilean season, from July to January will remain as an attractive market window for the counter season US market and other northern hemisphere countries, complementary in production to competitors like Perú and Colombia. Chile is also the world's second avocado consumer with 7 Kg/Person/Year, securing a very strong local market (consumes about 50% of total yearly production) and price.



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