

24 de Junio 2021

## INFORME COBRANZAS

### 1. ACUMULADO REAL VS PLAN ACUMULADO A MAYO 2021

En la siguiente imagen se explica el ingreso real por banco convertido a pesos mensualmente con el valor promedio de dólar y euro.

Resumen:

|                                  |               |
|----------------------------------|---------------|
| Carozos Plan Anual Bruto         | 5.245.252.751 |
| Carozos Real Acumulado Mayo 2021 | 2.159.121.164 |
| Carozos Plan Acumulado Mayo 2021 | 1.917.651.377 |
| % Cumplimiento Acumulado a Mayo  | 112.59%       |
| % Cumplimiento Anual             | 41.16%        |

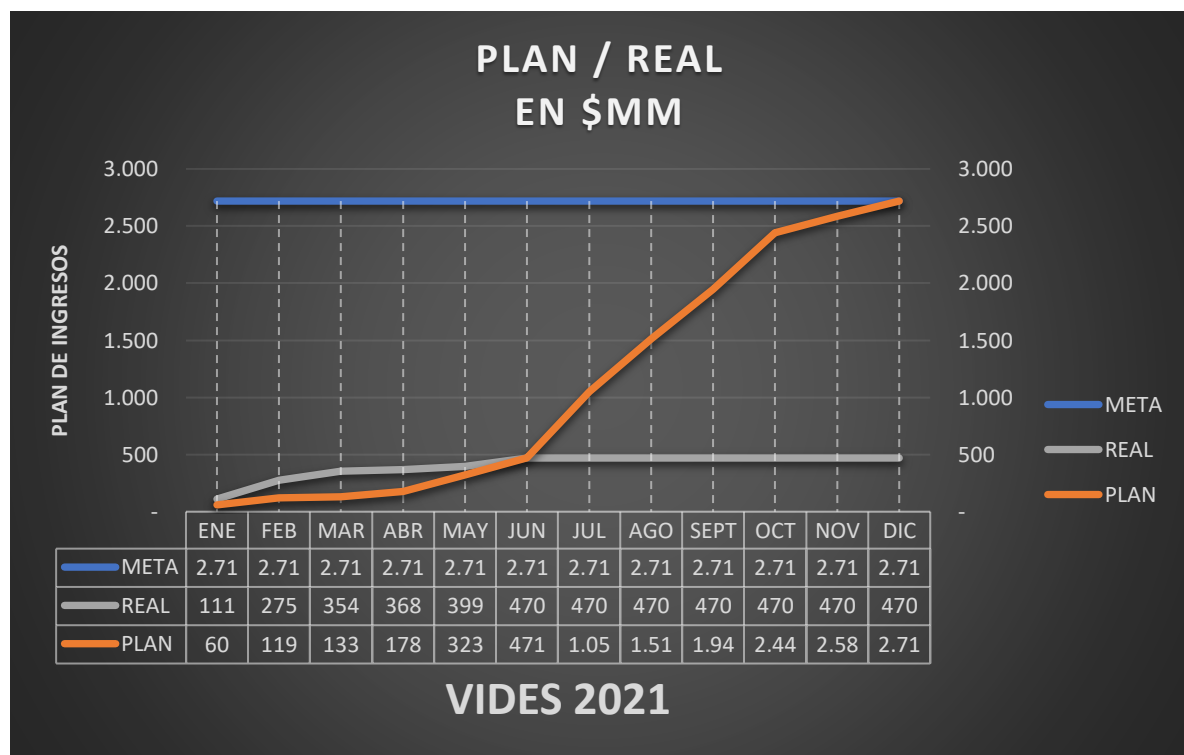
|                                 |               |
|---------------------------------|---------------|
| Vides Plan Anual Bruto          | 2.718.733.500 |
| Vides Real Acumulado Mayo 2021  | 398.924.991   |
| Vides Plan Acumulado Mayo 2021  | 322.527.188   |
| % Cumplimiento Acumulado a Mayo | 123.69%       |
| % Cumplimiento Anual            | 14.7%         |

| MONEDA           | Enero  | Febrero | Marzo  | Abril  | Mayo   |
|------------------|--------|---------|--------|--------|--------|
| T/C USD PROMEDIO | 723,56 | 722,63  | 726,37 | 707,85 | 712,26 |
| T/C EUR PROMEDIO | 891,5  | 873,57  | 844,65 | 853,64 | 883,17 |

| INGRESOS BRUTOS CAROZOS | Enero       | Febrero     | Marzo       | Abril       | Mayo        | JUN A DIC     | TOTAL         |
|-------------------------|-------------|-------------|-------------|-------------|-------------|---------------|---------------|
| BANCO CHILE PESOS       | 352.339.444 | 284.640.863 | 423.468.094 | 283.910.016 | 302.249.996 | -             | 1.646.608.413 |
| BANCO CHILE DÓLAR       | 101.519.332 | 70.462.307  | 40.436.931  | -           | 45.581.876  | -             | 258.000.446   |
| BANCO BCI PESOS         | -           | 12.948.271  | 18.593.750  | 44.435.196  | 98.430.898  | -             | 174.408.115   |
| BANCO BCI DÓLAR         | 1.754.517   | -           | 25.399.575  | 3.822.390   | 1.709.545   | -             | 32.686.028    |
| BANCO BCI EURO          | 2.409.199   | -           | 6.334.875   | 5.755.702   | 32.918.387  | -             | 47.418.162    |
| INGRESOS EN PESOS       | 458.022.492 | 368.051.441 | 514.233.225 | 337.923.304 | 480.890.702 | -             | 2.159.121.164 |
| PLAN                    | 397.997.866 | 434.747.129 | 428.350.300 | 359.214.947 | 297.341.135 | 3.327.601.374 | 5.245.252.751 |

| INGRESOS BRUTOS VIDES | Enero       | Febrero     | Marzo      | Abril      | Mayo        | JUN A DIC     | TOTAL         |
|-----------------------|-------------|-------------|------------|------------|-------------|---------------|---------------|
| BANCO CHILE PESOS     | 110.603.178 | 152.144.027 | 78.836.300 | 10.717.245 | 30.919.030  | -             | 383.219.780   |
| BANCO CHILE DÓLAR     | -           | 12.646.025  | 119.742    | 2.439.074  | 500.370     | -             | 15.705.211    |
| BANCO BCI PESOS       | -           | -           | -          | -          | -           | -             | -             |
| BANCO BCI DÓLAR       | -           | -           | -          | -          | -           | -             | -             |
| BANCO BCI EURO        | -           | -           | -          | -          | -           | -             | -             |
| TOTAL PESOS           | 110.603.178 | 164.790.052 | 78.956.042 | 13.156.319 | 31.419.400  | -             | 398.924.991   |
| PLAN                  | 59.500.000  | 59.500.000  | 13.796.563 | 45.331.563 | 144.399.063 | 2.396.206.313 | 2.718.733.500 |

## 2. CUMPLIMIENTO PLAN ANUAL



### 3. INDICADOR META ANUAL VS CUENTAS POR COBRAR

|                | DEUDA              | PLAN ANUAL           | INDICADOR<br>Entre(5 – 10) |
|----------------|--------------------|----------------------|----------------------------|
| <b>CAROZOS</b> | <b>147.149.832</b> | <b>5.245.252.751</b> | <b>2,8%</b>                |
| <b>VIDES</b>   | <b>92.019.723</b>  | <b>2.718.733.500</b> | <b>3,4%</b>                |

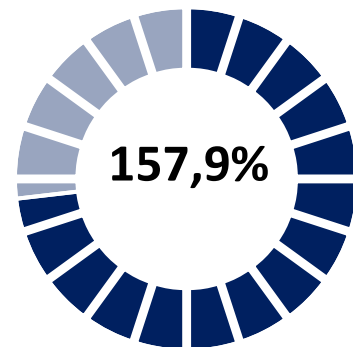
### 4. ANALISIS MES DE JUNIO 2021

#### VIDES

1.- Según proyección para el mes de Junio 2021, el ingreso bruto planificado para Vides es de **\$39.240.369.**

2.- Ingreso Acumulado al 22 de Junio de 2021 es de **\$ 61.980.058 (solo plantas)**

3.- Cumplimiento meta del mes **157.9%.**



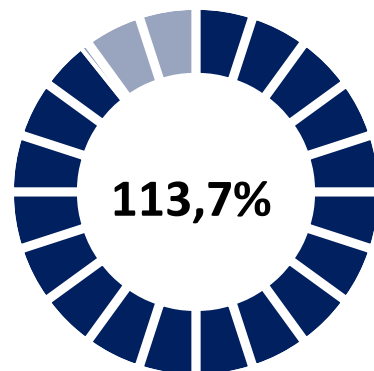
#### CAROZOS

1.- Según proyección para el mes de Junio 2021, el ingreso bruto planificado para Carozos es de **\$395.344.618**

2.- Ingreso Acumulado al 14 de Junio de 2021 es de

**\$ 449.400.444 (solo plantas)**

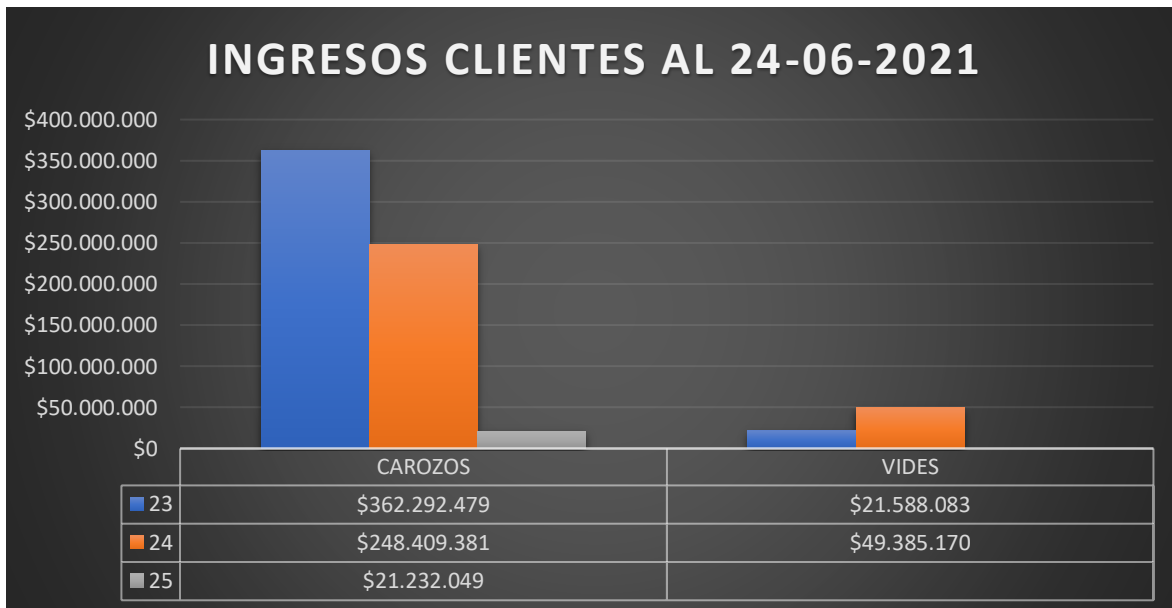
3.- Cumplimiento meta del mes **113.7%.**



## 5. RESUMEN COBRANZAS

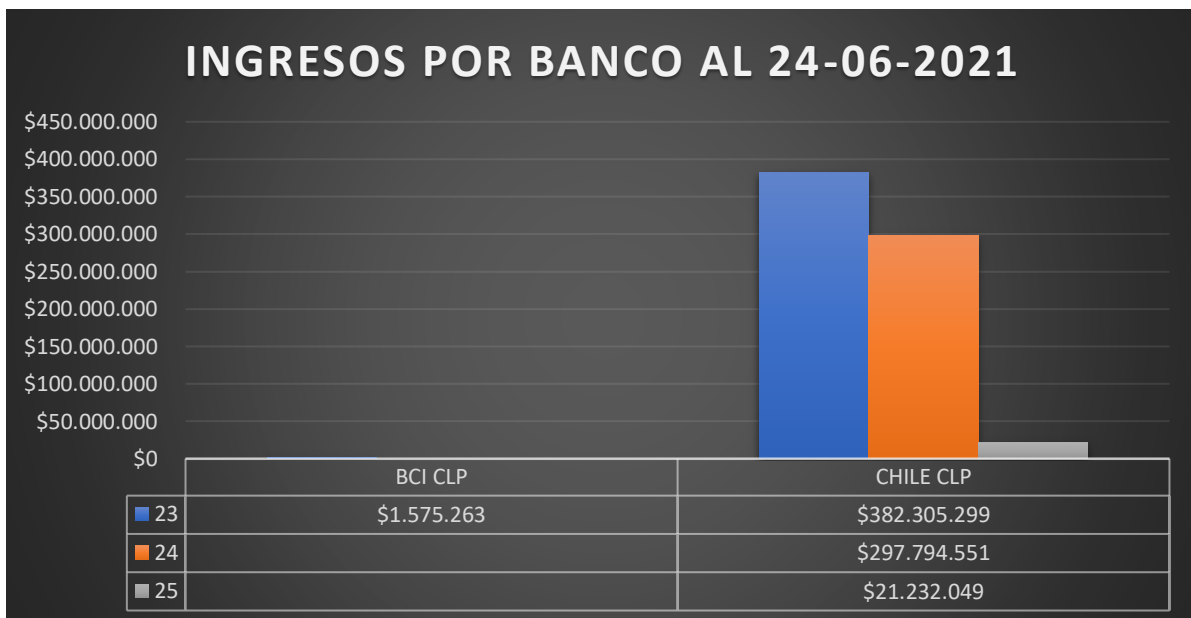
### 1.- Ingresos por concepto semana 23 a 25

| INGRESOS             | SEMANA               |                      |                     |                      |
|----------------------|----------------------|----------------------|---------------------|----------------------|
| Etiquetas de fila    | 23                   | 24                   | 25                  | Total general        |
| PLANTAS              | \$2.616.500          | \$8.208.323          |                     | \$10.824.823         |
| ROYALTY              | \$7.299.538          | \$172.225.878        |                     | \$179.525.416        |
| ANTICIPO PLA         | \$373.964.524        | \$109.525.400        | \$15.065.755        | \$498.555.679        |
| ANTICIPO TERR        |                      | \$570.000            |                     | \$570.000            |
| ROYALTY              |                      | \$7.264.950          | \$6.166.294         | \$13.431.244         |
| <b>Total general</b> | <b>\$383.880.562</b> | <b>\$297.794.551</b> | <b>\$21.232.049</b> | <b>\$702.907.162</b> |



## 2. Ingresos por Banco.

| INGRESOS<br>Etiquetas de fila | SEMANA               |                      |                     | Total general        |
|-------------------------------|----------------------|----------------------|---------------------|----------------------|
|                               | 23                   | 24                   | 25                  |                      |
| BCI CLP                       | \$1.575.263          |                      |                     | \$1.575.263          |
| CHILE CLP                     | \$382.305.299        | \$297.794.551        | \$21.232.049        | \$701.331.899        |
| <b>Total general</b>          | <b>\$383.880.562</b> | <b>\$297.794.551</b> | <b>\$21.232.049</b> | <b>\$702.907.162</b> |



### 3.- Ingreso por Clientes.

| INGRESOS<br>CLIENTE                    | SEMANA               |                      |                     | Total general        |
|----------------------------------------|----------------------|----------------------|---------------------|----------------------|
|                                        | 23                   | 24                   | 25                  |                      |
| AGRICOLA MERCEDARIO SPA                | \$330.472.223        | \$162.464.105        |                     | \$492.936.328        |
| SOC AGRIC EL PORVENIR S.A.             |                      | \$16.065.000         |                     | \$16.065.000         |
| AGRICOLA ALFA SPA                      |                      |                      | \$16.374.574        | \$16.374.574         |
| AGRICOLA MATAQUITO LIMITADA            | \$2.200.000          |                      |                     | \$2.200.000          |
| INVERSIONES SAN FRANCISCO SPA          | \$13.081.665         |                      |                     | \$13.081.665         |
| LUIS HUMBERTO BECERRA<br>CABELLO       | \$5.416.250          |                      |                     | \$5.416.250          |
| SOC AGRIC LIMAHUE LTDA                 | \$1.166.200          | \$24.403.925         |                     | \$25.570.125         |
| AGRICOLA EL BOSQUE LTDA                | \$6.069.000          |                      |                     | \$6.069.000          |
| JAIME AUGER SAAVEDRA                   | \$5.070.888          |                      |                     | \$5.070.888          |
| SOC AGRIC PALO ALTO LTDA               | \$5.201.490          | \$2.372.765          |                     | \$7.574.255          |
| LOS ANDES SPA                          | \$8.506.418          |                      |                     | \$8.506.418          |
| RAUL HUERTA REYES                      | \$416.500            |                      |                     | \$416.500            |
| VALLE MERCEDES DEL MAIPO S.A.          | \$6.279.928          |                      |                     | \$6.279.928          |
| SOC AGRIC MARIA DEL TRANSITO LTDA      |                      | \$22.469.878         |                     | \$22.469.878         |
| AGRICOLA SANTA ROSARIO LTDA            |                      | \$4.448.220          |                     | \$4.448.220          |
| AGRICOLA Y COMERCIAL CRUZ DEL SUR LTDA |                      | \$66.640             |                     | \$66.640             |
| AGRIC SAAVEDRA LTDA                    |                      | \$570.000            |                     | \$570.000            |
| AGRIC ALIANZA SA                       |                      | \$3.186.225          |                     | \$3.186.225          |
| AGRIC SAN CAMILO LTDA                  |                      | \$4.690.088          |                     | \$4.690.088          |
| INVERSIONES SAN DANIELE LTDA           |                      | \$1.725.500          |                     | \$1.725.500          |
| INVERSIONES QUILAPILUN SPA             |                      | \$24.043.950         |                     | \$24.043.950         |
| FRUTICOLA Y EXPORTADORA ATACAMA LTDA   |                      | \$17.571.125         |                     | \$17.571.125         |
| SOC AGRIC LOS ACACIOS LTDA             |                      | \$8.774.167          |                     | \$8.774.167          |
| PAULINA JAVIA CELIS                    |                      | \$1.967.963          |                     | \$1.967.963          |
| SOC AGRIC FUNDO EL MOLINO LTDA         |                      | \$2.975.000          |                     | \$2.975.000          |
| SOC AGRIC EL NECTARIN LTDA             |                      |                      | \$1.472.625         | \$1.472.625          |
| FRUTICOLA ANDESTERRA LTDA              |                      |                      | \$3.384.850         | \$3.384.850          |
| <b>Total general</b>                   | <b>\$383.880.562</b> | <b>\$297.794.551</b> | <b>\$21.232.049</b> | <b>\$702.907.162</b> |