

04.

Our customers

We build long-term relationships with our customers, providing them sustainable solutions according to their needs. **Together, we offer our fresh fruit and natural ingredients to feed families around the world.**



\$247
MM in sales (USD)

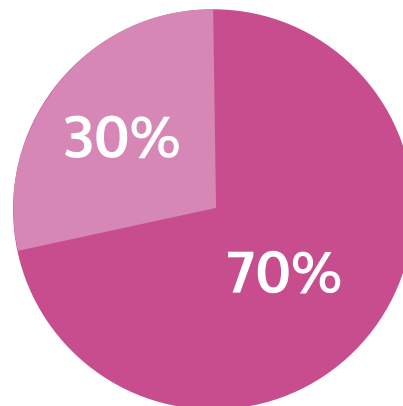




290
customers



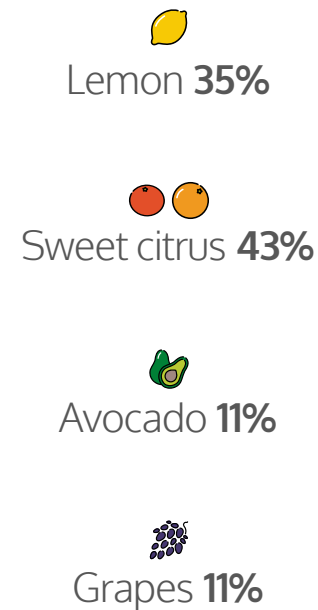
64
countries

Sales by business
(MM ARS)



-  Natural Ingredients
-  Fresh Fruit

Fresh Fruit Sales
by products



Natural Ingredients
Sales by products





5 Strategic Milestones in 2020

01



We enhanced our presence in the shelves of large retailers, marketing products with San Miguel brand in partnership with JD.com and mandarins with Clemy brand that were offered in premier supermarkets in Mexico.

02



We achieved an exceptional level of production and quality in Uruguay, South Africa and Peru. We had a high productivity in avocado season, with exceptional export yields that allowed us to capture value and maintain the return on the crop in a year in which the increase of supply put pressure on prices.

03



In August we sent to China the first Argentine shipments of lemons and oranges, after almost twenty years of negotiations between Argentina and China.

04



We have doubled the shipments of mandarins from Peru and Uruguay to the United States, with more than 19,000 tons in total. Additionally, we have doubled Argentine lemon shipments to this Northern country.

05















We have achieved record sales in lemon juice in our Natural Ingredients Business. In Argentina, we have grown our sales volume by 43%.



Food Quality and Safety

Producing food is a pride and a responsibility. We develop and deliver our customers **reliable and safe products, ensuring quality and safety.**

	Global GAP		Certificaciones religiosas
	HACCP		Sustainable Farming Assesment
	SMETA		Normas OHSAS 18.000
	British Retail Consortium		Sello Alimentos Argentinos
	Sure Global Fair		Food Safety System Certification ISO 22000:2005 FSSC 22000
	GRASP		
	SIZA		



Research & Development

In 2020, we worked on developing and adopting products and technologies that respond to the needs of increasingly demanding markets:

- We evaluated the key pests that affect lemon crops to apply fungicides only at the moment when the thresholds of economic damage are exceeded and they become a threat to the crop.
- In the pre-harvest period, we studied the timing for application and the degradation of fungicides that reduce the incidence of quarantine diseases to optimize their use and contribute to a more profitable citriculture.
- In the post-harvest period, we incorporated PROALLIUM and FOODCOAT in the chemical-free line (NO QU). These natural products showed high efficacy without leaving residues in the fruit that condition their commercialization as fresh fruit or as Natural Ingredients.
- We worked for quality control at destination (USA and Europe) together with IMA.

