

## BRIEF GENERAL OVERVIEW

We are Paramérica, an Argentinean agro-industrial company founded in 1994 under a family company culture and values. Our Home Office is situated in the province of Tucumán but we count on productive centers in different places in the North West area in Argentina.

We have 20,000 hectares of our own land destined to the production of grains: black beans, alubia, red and cranberry; chickpeas, corn and soy. We are one of the main leaders in the international market of black beans, our flagship product, which we export to the five continents. Similarly, with color beans and the other grain categories, we have entered the Middle East and Europe.

We have our own processing plant, equipped with up to date technology and infrastructure, ready to process up to 300 tons a day. This plant counts on all the certificates needed for our products to enter the most demanding markets:

- Primus GFS, specific for food quality and safety.
- All the certifications issued by the Farming International Organization (Organización Internacional Agropecuaria) related to the production and marketing of organic products, not only for home market but also for the United States and Europe
- Business comprehensive management is one of the main assumptions within our corporate strategy. All our productive, operation, marketing processes are integrated:
  - Product reception on the land with specialized staff, with our own harvesting as well as with other associated producers.
  - Transport to plant on our own trucks.
  - Processing and selection in our own plants.
  - Export comprehensive logistics and consolidation in our own premises, including Custom Office and SENASA (Servicio Nacional de Sanidad y Calidad Agroalimentaria, National Food Safety and Quality Service), as well as a scale authorised by INTI (Instituto Nacional de Tecnología Industrial, Industrial Technology National Institute).
  - Direct dispatch to port, with no third parties.

We adhere to good agricultural practices and we carry out a continuous enhancing culture in our commercial and productive processes sure that, in this way, we guarantee a product which has a ready to export quality and a highly competitive service which is really valued by clients all around the world. In tune with requirements and tendencies in the agricultural activity at an international level, we assume the challenge of consolidating, day after day, a professional, systematic, planned, comprehensive and sustainable approach of our management.

## PARAMÉRICA SEEDS

As a result of our strategic alliance with the prestigious Obispo Colombres Agro-Industrial Experimental Station (Estación Experimental Agroindustrial Obispo Colombres), in 2020 and after several research years, we set Paramérica Semillas (Paramérica Seeds) into motion. A business unit exclusively oriented to the production of new chickpeas and beans variety with adaptability assured to the weather conditions in the region, including Tests Web to prove resistance to droughts, illnesses and plagues. Paramérica Seeds will offer eight products seeds: chickpeas; Black beans, Haricot Beans, DRK Red Bean , LRK Red Bean, Carioca Beans, Navy Beans and Mungo Beans.

## CITRIC CULTURE

In 2016 we enter the lemon production and export business with the objective of establishing commercial agreements with companies and operators all around the world. Our insertion in the business has been faster and more effective than expected, thanks to the backup, reputation, professionalism and experience we have developed over so many years in the area of grain export.

With our own lands settled in Tucumán and Salta, our company has more than 1,000 hectares destined to the activity. So far, the business focus is on “fresh fruit”. In this way, Paramérica Lemons reach Canada and Europe with the brands NoniLemon and Yatasto.

These results push us to continue taking on the enormous risk of consolidating also in this area at a world level with the incentive that, in this case, we are working with the Argentinean North West Area flagship product: lemon. Besides, in the same way as with the grain business we are ready to solve the whole export logistics comprehensively and with our own staff.

## THE COMPANY IN FIGURES

- Direct Jobs Quantity: 175 permanent employees and 35 temporary employees.
- Approximate Indirect Jobs Quantity: 250 temporary employees approximately.

## GRAINS

### **Productive Capacity:**

- 4 continuous processing lines.
- 300 tons a day.
- Transport and logistics own fleet.

### **Warehouse:**

- 10,000 m2 for general use.
- 6,600 m2 warehouse for finished product and selected for export.

### **Export Destination:**

- Brazil
- Venezuela
- Costa Rica
- Mexico
- Guatemala
- Chile
- USA
- Italy
- Portugal
- United Kingdom
- Pakistan
- North of Africa

### Latest exported volumes:

- 2019: 25.000 tn.
- 2018: 43.000 tn.
- 2017: 30.000 tn.

## LEMON

### **Productive Capacity:**

- 264 producing hectares.
- 1,000 planted hectares.
- 2 active trademarks: NoniLemon and Yatasto.

### **Export destination:**

- Russia
- Spain
- Canada
- The Netherlands
- Italy
- Turkey

### Latest exported volumes:

- 2020: 3.200 tn.
- 2019: 1.800 tn.
- 2018: 1.662 tn.
- 2017: 4.400 tn.