

Guatemala – 8th of September 2017

To whom it may concern:

Corporación TAK is a Guatemalan company with over 30 years of experience in the production and selling of cut foliage. We supply to our strategic partners worldwide such as in the European, Japanese, and American markets and by doing so we have become the largest cut foliage exporter in Latin America.

Between March and September 2017 we developed, with **London Consulting Group**, the **TAK ADVANCE Project**. The project focused on optimizing our key processes, our management system, and our work tools in both the Agricultural Production department and the Purchasing department.

The way the change was handled, the methodology and how it was applied differently throughout the different stages of the project, the hand-in-hand implementation process, and the development of management skills through coaching, were very useful for our business and allowed us to achieve the results. We would like to highlight several of those results:

AGRICULTURAL PRODUCTION:

- **31%** increase in the level of productivity attained by the production department's manual labor force.
- **12.5%** reduction in personnel per acre on our farms.
- **4.5%** increase in the amount of bunches sold per acre.
- Increase productivity in the field's manual labor force in key areas such as Fumigation (**16%**), Pest Control (**18%**), Classification (**22%**), Bunching Products (**24%**), Cutting (**31%**), Post-Harvesting (**24%**).
- Coordinating and developing a platform of indicators on the TAK system, with WEB and mobile application access, which enabled us to exercise supervisory tasks and control over our operations.

NEGOTIATIONS AND PURCHASING:

- **72%** increase in the level of customer service provided to our suppliers.
- **86%** reduction in the time taken to authorize purchasing orders.
- **64%** reduction in the time taken to dispatch purchasing orders to our suppliers.
- **25%** reduction in obsolete inventory with over 2 years of being inactive.
- **10.7%** reduction in key raw materials costs such as fertilizers, pesticides and bags due to consolidating our necessities, standardizing raw materials usage and improving costs by carrying out negotiations.
- Implementing tools and an indicator control panel within the TAK system which enabled us to strengthen our analysis and the level of management over our key control indicators.

The project was satisfactorily concluded within the agreed time span and we achieved a ROI of 0.8 to 1 at the end of the project. The forecasted ROI, a year after concluding the implementation stage, is 3.3 to 1.

Due to this, we happily recommend London Consulting Group as a professional and committed firm, which contributes towards changing the personnel's work culture through their hand-in-hand implementation methods and their drive towards attaining tangible results in a sustainable manner.



CFO
Andrés Sepe



Corporación TAK. President
Alfredo Mirón