

To whom it may concern,

PROLAN is a Peruvian company and a member of La Calera Group, which produces and exports fresh fruits.

In October 2018 we began the **“CADENA”**: **Colabora, Ahorra, Desarrolla, Empuja, Negocia y Anticipa (Collaborate, Save, Develop, Promote, Negotiate, and Anticipate)** project with London Consulting Group. The project lasted 48 weeks and it focused on improving the Grape and Citrus’ administrative processes, and the management and control processes, along with, improving the Field and Packing’s personnel’s productivity through the implementation of control tools and a management model based on indicators.

At the end of the project with London, utilizing their methodology which is based on management models (PASER), we achieve the following results:

“LA PORTADA” ESTATES – Grapes

- 13% reduction in the cost/box of cleaned produce.
- 11% reduction in the cost/bunch.
- Implementing scheduling and follow up tools in the critical gardening roles.
- Implementing scheduling and follow up tools in the fertilizing-irrigation and health departments, as well as for, qualitative evaluations, in order to ensure that the work is being carried out correctly.
- Managing the indicator’s database and the deviations analysis’ forums.

GRAPE PACKING PLANT

- 23.3% increase in the productivity of the calibration process.
- 12.5% increase in packaging process’ productivity.
- 6.7% reduction in the cost/processed box (Box: 8.2kgs)
- Implementing the Integral Management Process which enabled us to align the Field, Packing, and Commercial departments, which improved the level of service provided to our Exporting Clients.
- Management decisions based on indicators and the results yielded by the deviation analysis forums.

CITRUS PACKING PLANT

- 6% reduction in the cost/processed ton (Boxes for Exportation)
- Implementing an Integral Management Process model which enabled us to get 20 agriculture manufacturers onto a single web-based platform. This allowed us to plan the volumes of fruits with the Exporting Plant and the Commercial department, which improved the level of service provided to our Exporting Clients.
- Management decisions based on indicators and the results yielded by the deviation analysis forums.

PACKING PLANT

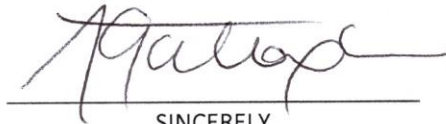
- 4.4% reduction in the cost/processed ton (Box → Drained Ton)
- Implementing a management model for the Raw Materials, Human Resources, Productivity and Maintenance departments in order to ensure that the increased volume of fruits can be handled.
- Management decisions based on indicators and the results yielded by the deviation analysis forums.

“SAN FERMIN” AND “CHIQUERILLO” ESTATES – Citrus

- 18% increase in the personnel’s productivity (boxes/person during harvest).
- As of today, we have used 5% less day laborers for the gardening activities (Pruning, Picking up Fruit and Remaining Fruit).
- Implementing a Weekly Operations Meeting to revise the management indicators.
- Programming and follow up tools were implemented for the gardening, watering and health processes.
- Developing health and safety assessment tools.
- Management decisions based on indicators and the results yielded by the deviation analysis forums.

The project concluded successfully, generating a **ROI of 0.98 to 1**, with an **annualized forecasted return of 2.27 to 1**.

We are happy to recommend London Consulting Group due to their professionalism and consistency, as well as for their shoulder-to-shoulder implementation methodology, which ensures a level of involvement from all the members of the organization.



SINCERELY
Alex Gallaguer
General Manager