

Guatemala City, December 23 2017

To whom it may concern:

Disagro is an international corporation of Guatemalan origin which was founded in 1976 and since then it has become a leading supplier of agricultural fertilizers and other agricultural inputs in Central and South America. We currently operate directly in Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica, Panama, and Colombia and we offer a complete portfolio of agricultural inputs, miscellaneous supplies, machinery, and equipment for agriculture and the agroindustry.

Between January and September 2017 we developed, in conjunction with the firm London Consulting Group, the International Purchasing Project. The project's objective was to align our operations and strategy in order to improve our logistical efficiency. This included updating our processes and adapting them to the market conditions, and improving our level of service in order to meet our operations' expectations.

The project was concluded successfully, within the agreed time frame, and it has surpassed our expectations. This was due to the professionalism and commitment displayed by both the Disagro and the London personnel.

Some of the results from the project were:

- Designing and implementing processes related to our international purchases, including communication protocols, checkpoints, workload balancing, and developing support tools.
- Formalizing and standardizing the purchasing orders and the supplier claims, and strengthening our tracking systems, in order to offer our internal clients an optimal level of service.
- Developing a management system which included designing the Indicator Control Panels and establishing forums geared towards accountability and the taking of improvement oriented actions.
- Defining and implementing the SLA within our operations in order to guarantee that we offer a quality level of service within the established time frames.
- Developing and maximizing our technological platform utilization, which enabled us to convert one of our tools into the main source of communication regarding the processes' logistical information.

Due to this, we are pleased to recommend London Consulting Group as a professional, serious, and committed firm which meets the established objectives, strengthens the work culture and establishes an excellent professional relationship with the organizations it works with.



Frank A. Dalton
Executive President
Disagro