

Team Work Always Yields Good Results

CITRUS PRODUCTION EDITORIAL

Another year of operation has ended at Citrusvil. It was far from easy to compete in such a changing local and global context and full of uncertainty about international markets. This situation, among other things, resulted in different increases in the costs in dollars in almost all the sectors of our value chain.

We work in a country which challenges us every day, thus preparing us for overcoming obstacles and developing leadership resilience and flexibility.

At Citrusvil, we produce safe food for the world, and we do it by taking our customers' needs into account, which are our focus as an organization.

How Do We Do It?

Through three pillars: competitiveness, innovation and sustainability. These principles guide our management and encourage us to face a 2030 and 2040 with ambitious goals.

Competitiveness: we focus on the efficient use of resources and control of our costs.

Innovation: we have been innovative since our early beginnings, so we encourage our teams to explore alternatives and develop them in a cross-sectional manner.

Sustainability: we are convinced that the triple impact business management—social, environmental and economic—is the way to operate. Metrics are key for comparison not only with respect to the results from previous years, but also with respect to the industry in Argentina and in the world.

We also focused on the development and strengthening of our teams, and we are making progress in the modernization of our organization.

Our company's strength is seen in the diversity of projects aimed at addressing our customers' needs and the entrepreneurial capacity that is in our DNA. This is highly important for different customers. An example of this is the issuance of our first green bond, based on our sustainable commitments. This achievement has been the result of a great effort from all the team.

There were also new challenges for the teams at our orchards, which consisted in looking for production improvements in general, and making progress in La Ramada Orchard conversion for lemon organic production destined for Industry, specifically. These new advances show the fulfillment of the goals in our plan.

There is no doubt that this was an intense year. We faced many challenges and worked on finding opportunities to become the best supplier for our customers. Our integrated business model is continuously evolving, thus requiring our curiosity to learn day by day and our courage to unlearn and evolve.

We have a great team that adds value to our daily management. This team does not only enable us to outdo ourselves every day but also contributes to the growth of our cherished Northwestern Argentina (NOA).

You are welcome to read the articles that show the different efforts made by Citrusvil and its teams.

We are Citrusvil, we are a great team!



Martín Carignani
Citrusvil CEO

The Challenge of Food Production

AGRICULTURE AND LIVESTOCK FARMING EDITORIAL

Production, job creation and investment in our land are our daily tasks

One of the main challenges for sustainable agriculture and livestock farming consists in striking a balance between the use of natural resources and food production.

This involves adopting sustainable agricultural practices, such as crop rotation, the use of compost, the conservation of natural resources, water and agrochemical saving, and the use of renewable energies.

In the first place, we are working on the study of the carbon footprint of agriculture, and we are totally convinced that such study will help us make important decisions for the future.

In 2022, we invested in the acquisition of new establishments which will enable us to increase our production, but we also invested in ongoing improvements in all our existing establishments and in our management system.

We constantly take on new challenges, using all the technology

available in the market, and training and strengthening our work team.

We are also working on animal welfare by monitoring the available trends and technologies.

Our long-term perspective encourages us to keep growing in a sustainable way, primarily caring for our natural resources.

You are welcome to read our contributions to a sustainable agricultural and livestock production in Northwestern Argentina (NOA).

We are a team!



Pablo Cianci

Agriculture and Livestock Farming CEO

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Citrusvil

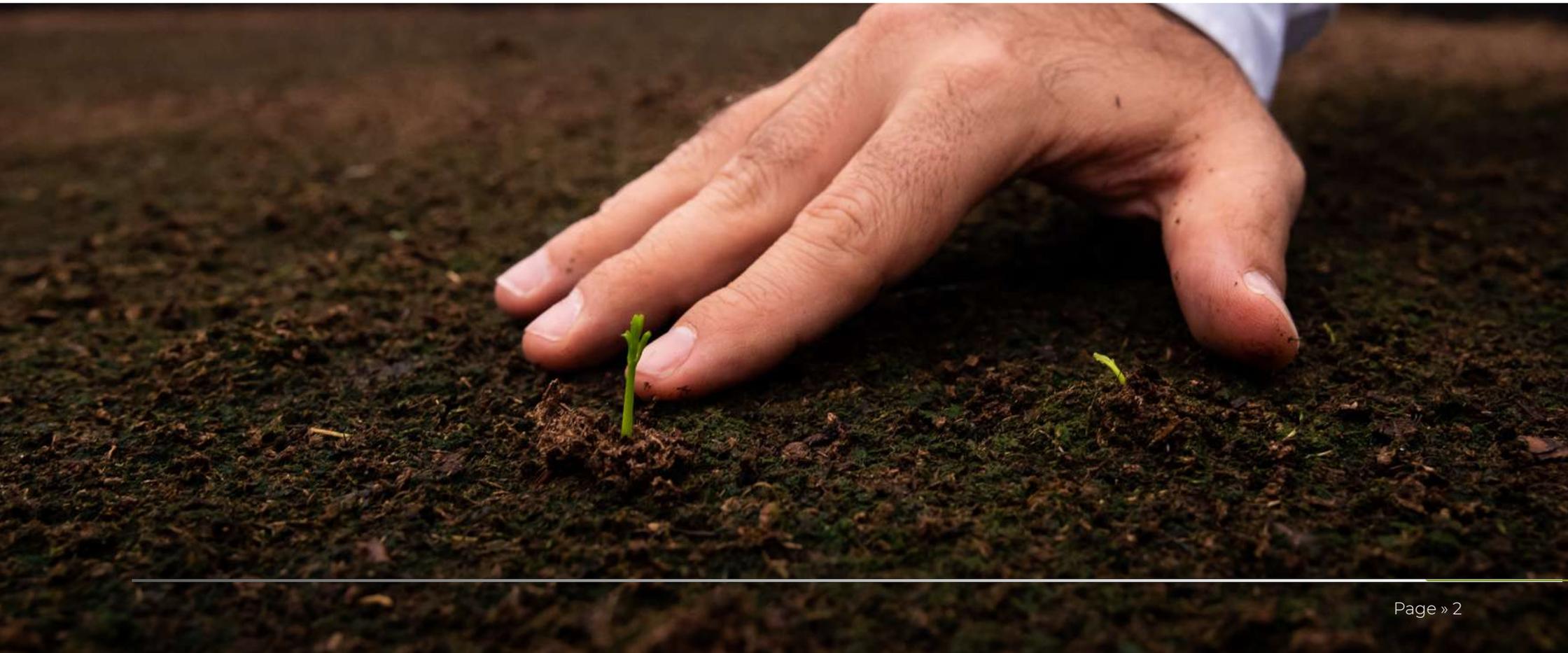
Celebrating Twenty Years of Commitment in Northwestern Argentina

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Green Bond for Citrusvil

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We issued the first Series I Class II secured Corporate Bond for Argentine Securities Commission SMEs (PYME- CNV) and obtained positive results.



Over the past years, sustainable finance has been growing, especially, when it comes to the issuance of green, social and sustainable bonds. Investors focus on transactions aimed at sustainability, and access to funding can be granted to projects that have a positive impact on environment and society.

Therefore, knowing these funding instruments in the Argentine capital market, we publicly announced the issuance and got new funding sources, based on our sustainable commitment and in line with our business strategy.

What Are Green Bonds?

They are corporate bonds aimed at funding or refinancing sustainable projects. They are sustainable products that enable investors and companies to help fulfill the global challenges referred to by the United Nations, which aim at a sustainable future for everyone by 2030.



How Did We Accomplish It?

By means of joint work among different sectors at the company, we managed to prepare and submit the documents to the Argentine Securities Commission promptly in order to obtain certification for the projects to be funded. This submission was guaranteed by the following entities: **Banco Comafi, Santander Argentina and Banco Supervielle**; and **Banco Comafi, Max Capital, Santander Argentina and Banco Supervielle** successfully placed this issuance.

The local green bond application basically consists in being in line with the principles developed by the International Capital Market Association (ICMA) and adopted by the Argentine Stock Exchanges and Markets (BYMA).

“The process included fund allocation assessment, project selection, fund management and the submission of periodical reports. It is worth mentioning that we got a BV2 rate, granted by the risk rating company, FIX SCR (Fitch Ratings’ affiliate),” said **Agustín Ianiero**, Chief Financial Officer at Grupo Lucci.

This Corporate Bond, issued for USD 6,368,399, was achieved at a 0% rate for a 30-month term and fully subscribed, and the maximum amount established by our company had to be prorated due to the significant number of stakeholders.

“Through the issuance of Corporate Bonds classified as green bonds by the International Capital Market Association, we managed to be the most significant issuance in the history of the guaranteed SME simplified system. It was a great accomplishment for Citrusvil and Grupo Lucci,” stated **Federico Mena**, Finance and Foreign Trade Manager at Grupo Lucci.

Sustainable Investments

The funds granted are destined to funding the projects that were already carried out, related to:

- » Generation of electric energy from biogas
- » Systematization and control of laminar soil erosion in San Rafael Orchard
- » Light conversion of the industrial site

All of them contribute directly to the following United Nations Sustainable Development Goals:



Generation of Electric Energy from Biogas

We have two industrial plants for lemon industrialization where we produce: essential oil, concentrated juice and dehydrated lemon zest.

Their production generates about 10,000 m³ of liquid effluent per day, with flow rates ranging from 400 to 500 m³/h. Since 2010, Citrusvil has had a treatment plant for these effluents and for biogas generation.



We were the first citrus company in the world to develop this system for treating liquid effluents, which was approved by the United Nations as a Clean Development Mechanism (CDM) project.

Since 2019, the biogas generated in the biodigesters has been used as fuel for electric energy generation at the Renewable Electric Energy Generation Plant. At this plant, we use a technology with Otto cycle alternative engines connected to electric generators, which, in turn, are electrically connected to the public network through voltage transformers.



The plant, which currently produces renewable energy, is related to Citrusvil's industrial facilities located in Cevil Pozo, Tucumán, Argentina. **We inject 3 MW of electric energy**, which is equivalent to the consumption of **2,500 Argentine households** at a consumption peak, thus, relieving the transmission system.

In 2022, the energy injected reached 6,687 MWh by means of the use of 4,104,525 m³ of biogas.

4.104.525 m³

of biogas was used

6.687 MWh

of energy was injected



Systematization and Control of Laminar Soil Erosion in San Rafael Orchard

San Rafael Orchard was acquired in September 2017. It is located in the locality of La Reducción, department of Lules, in the Province of Tucumán, and it borders Río Colorado on the south and Arroyo Calimayo, before the property limit, on the north.



It has 870 hectares in total: 716 of them are authorized for agricultural production and

154 ha

correspond to preserved native forest.

To achieve a sustainable production, one of the first goals was the systematization and control of laminar soil erosion in different areas of the property. We focused on the recovery of non-productive areas, and managed to recover 120 hectares of pines and 35 hectares of resprouting of exotic species that were abandoned.

Systematization allowed for appropriate and organized water management, thus preventing soil deterioration, mitigating or eliminating flood problems in the neighboring urban centers, and stabilizing production.

In this way, we care for soil health in San Rafael Orchard, dampen climate variability and stabilize yields between lemon production seasons.

The project included the study of the hydroeconomic balance of the spraying water supply system in order to determine the demand and supply volumes.

In 2021, we were granted the **Agricultural Excellence Award** by **La Nación** and **Banco Galicia** in the category "The Best Producer of Regional Economies."

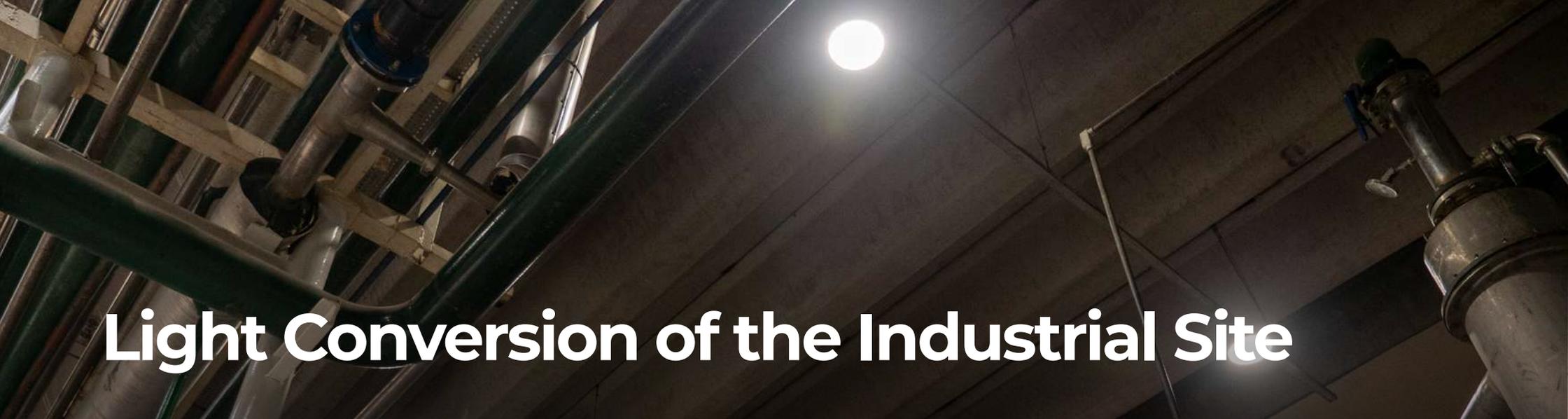


On the other hand, in 2020, we carried out the environmental characterization of the establishment together with **Fundación Proyungas** and it incorporated into the **Protected Productive Landscape Program**, which defines the actions for biodiversity preservation. The use of territory in San Rafael Orchard is distributed in production environments, with 72% of the hectares meant for citrus production and 18% are wilderness areas (continuous forest and riparian forests).

"With our first green bond, we reaffirmed our company's commitment to keep growing, with sustainability-related investments that add value to the brand, favor competitiveness and consolidate innovation in our business model," stated **Martín Carignani**, Citrusvil CEO.

Click here to learn more about our innovative and sustainable production to the world:

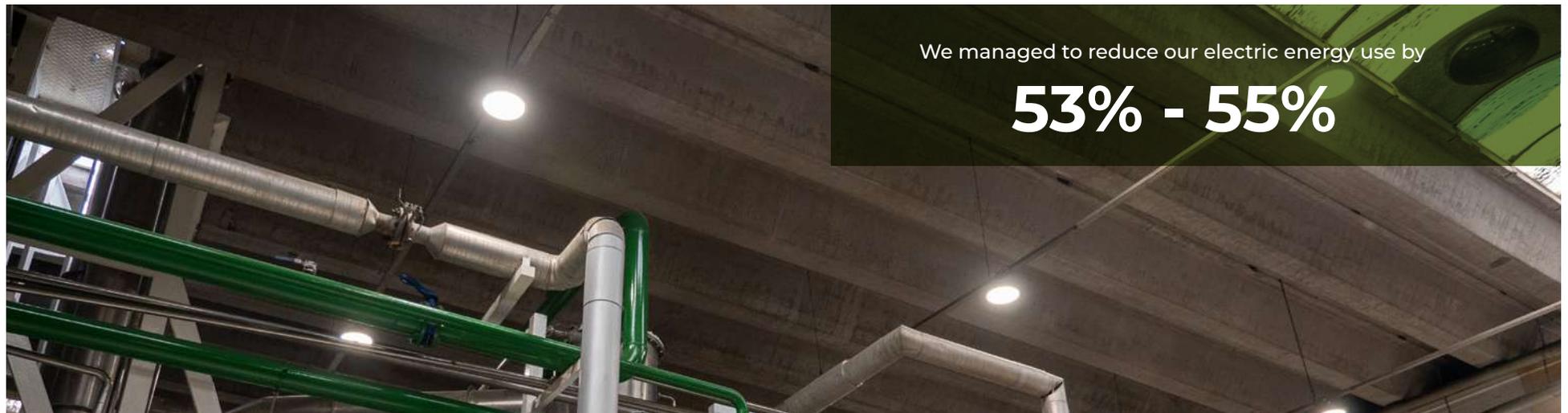




Light Conversion of the Industrial Site

In order to reduce our environmental impact, we carried out a comprehensive work project to replace conventional lightning with LED technology in all the organization's operation sectors. This project ended in 2019. For such purpose, we performed a survey of the total number of lights used in the industrial site in Tucumán.

Then, we designed a replacement plan which enabled us to reduce the lightning power capacity from 650 kW to 330 kW, thus reducing the carbon footprint generated as a result of electrical consumption associated with lightning by using more efficient technologies.



Our Strategic Allies' Opinion

Juan Ignacio Ormachea,
Head of Capital Markets at
Santander Argentina



"Santander has participated in different process stages with different roles. We were organizers, accompanying Citrusvil in the issuance preparation; placement agents, being part of the group of financial institutions which sold the corporate bonds; and guarantor institutions, together with other banks, guaranteeing this issuance, which helped improve the risk profile.

Cases such as that of Citrusvil serve as inspiration by showing how many companies can voluntarily allocate funds to make their processes more sustainable with a long-term perspective on environment preservation.

We are proud of having accompanied Citrusvil in the

placement of this first corporate bond with an instrument that managed to make the most of the growing demand of sustainable development, attracting new funds in the middle and long term, and it ensures the availability of funds required to finance projects of energy impact and environmental care."



David Lucero, Corporate Sales,
and **Candelaria Navazzotti**,
Capital Market Syndicate, at
Max Capital S.A.

**MAX
CAPITAL**

“Citrusvil leads the way into Sustainable Finance in Argentina. It stands out due to its impact decisions and its commitment to environmental care. We believe that Citrusvil is an example, and we expect that it influences not only companies from the industry where it works but also all the country.”



Roberto Garcia Guevara,
Capital Market Manager at
Banco Supervielle.

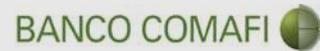

SUPERVIELLE

“Banco Supervielle is honoured of having been appointed by Citrusvil in the process of structuration, placement and issuance of their green bonds, also acting as a guarantor institution.

We thank Citrusvil for the trust placed on our teams in order to help the company achieve the funding for the sustainability of their actions. Our participation in such a significant transaction, which, due to its characteristics, represents a milestone in the history of the Argentine Capital Market, enables us to ratify Banco Supervielle’s commitment to social, green and sustainable funding through the Capital Market.”



Pablo Palma, Investment
Banking Manager at
Banco Comafi



"Banco Comafi reaffirmed its commitment to the development of Argentine companies focused on financing sustainable projects. The goal is to create economic, social and environmental value for the companies, the communities where they operate and for their customers and suppliers. Thus, Banco Comafi enthusiastically accompanied Citrusvil in the issuance of its first Green Bond. Banco Comafi was an organizer, placement agent and guarantor institution, in this last case, for 43.75% of the debt issued.

In this way, we are really happy for having helped Citrusvil deepen their positive social and environmental impact and provide the investors with attractive options to generate profitability with sustainable impacts.

The growth perspective for these issuances is very positive. There is a significant interest from issuers and investors in this type of instruments, and this could lead to more attractive financing rates. We estimate that in the coming years there will be a great development of sustainable bonds in general (in particular for SMEs), but not only because they are innovative, but also because they are useful and efficient."



Martín Carignani

Citrusvil CEO



Federico Mena

Finance and Foreign Trade Manager
Grupo Lucci



Agustín Ianiero

Chief Financial Officer
Grupo Lucci

Healthy and Safe Products for Our Customers



Food production is one of the central points of the social and economic development of our country. When it comes to it, we play a prominent role globally, as exporters of safe products for our customers.



Just like in the Game of the Goose, where players have to move pieces around a track and overcome different challenges in order to move forward, stop or miss a turn, at Grupo Lucci, in order to “move forward” and distribute our products to millions of people on the five continents, we get the endorsements and certifications that prove that our products are safe for the food and beverage industry in terms of the supply chain.



We ensure food safety through our **Comprehensive Quality Management System**, which has been internationally certified and meets standards.

These certifications prove that our food products reach acceptable levels of safety and quality and that they have been produced in a sustainable way, respecting our workers' health, safety and well-being. Moreover, they care for environment and meet applicable legal and regulatory requirements. When a **food product is safe**, you can consume it safely.



How Do We Ensure Safety?

Safe food products contribute to a healthy life, economy, planet and, mainly, future.

Ensuring food safety is a constant task where different regulations must be observed in each link of our agri-food company. We achieve this thanks to the commitment of each person who make up the different sectors in our value chain.

“We have safe products because we analyze the theoretical basis of all the regulations. Our collaborators’ awareness and participation is part of an effective process. Efficiency in food quality and safety control systems is key in order to have access to domestic, regional and international markets”, said engineer **Noelia Lescano**, Head of Quality Assurance and Environment.

At Grupo Lucci, several departments intervene and coordinate with each other how to follow the procedures and have access to different global certifications. *“Quality and safety are everyone’s responsibility”,* said **Lescano**.



The engineer stated that *“each of us from our position plays a role when it comes to ensuring an effective system.”* In this way, we create favorable conditions for safe food production. We also implement good practices in all the agri-food chain and participate in the identification and management of food hazards.

For Grupo Lucci, safe food production starts in the field by complying with good agricultural practices. We believe that quality is also the result of a sustainable and traceable line from our orchards and establishments to the houses of those who choose our products.

These continuous improvement processes together with a strict control of the Quality Management System enable us to have access to more demanding world markets and affect our production and our customers’ reliability.

“We are driven by our customers’ needs from the agricultural industry. They are the ones who reach end users, who carefully examine all the different links in the food and beverage value chain every day”, explained **Noelia Lescano**.



Responding to Market Demands

Market demands change and, even though **ISO 9.001** standard certification was one of the first approvals required by the market, nowadays, there are new requirements, such as good agricultural practices, safety, environmental care, occupational hygiene and safety, and, last but not least, community commitment or regulations related to sustainability.



We show Grupo Lucci's commitment not only in our mission and vision but also in our sustainability policy. *"All Grupo Lucci's companies work with the best practices and on continuous innovation in order to ensure, among other things, safe food products for our consumers,"* concluded **Noelia Lescano**.

Certified Quality

We are part of the world food and beverage supply chain. Our responsibility as a dependable supplier is one of our competitive advantages, as well as reliability and long-term business relations, traceability and transparency.

Ensuring safety and quality in our products is Grupo Lucci's commitment and the most important responsibility towards our customers all over the world.



Noelia Lescano

Head of Quality Assurance and Environment
Grupo Lucci

Twenty Years of Certified Quality





SISTEMA DE GESTIÓN

OSHAS -18001:2007

Occupational health and safety management system.
Packing and Industry.

2012



GLOBAL G.A.P.
GRASP

Good Social Practices.
Citrus field and Packing.

2016



Sustainable agriculture initiative.
Citrus field.

2019



Occupational health and safety management system.
Packing and Industry.

2021



2015

Quality protocol for fresh lemon.
Packing.



2019

Sustainability audit.
Industry.



2020

Sustainable agriculture initiative.
Agricultural fields with corn production.



2022

Sustainable corn production system.
Agricultural fields with corn production.



La Ramada, the First Orchard in the Process of Organic Conversion

We are taking our first steps towards organic production, considering all the potential demand and our commitment to a more sustainable world.



At Citrusvil, we work to exceed our customers' expectations and make a difference. We are aware that being able to adapt to global changes and respond to market demands involves constant updating and innovation in citrus production practices. Therefore, we have undertaken the challenge of incorporating our company into the organic lemon production for industrialization.

In order to understand how we got to these changes, we need to have a look at our journey towards organic production. From the beginning, we have aimed to look for the best means and use them so that an orchard with organic production can look like or even better than one with conventional production.

"We use all the available means so that the plant can reach its maximum potential, and we are also trained by experts on the subject. Today, after two years of this change of direction, we can say that our productivity stands out", said **José Luis Taddei**, Head of Primary Production.

La Ramada Orchard

This orchard is geographically located to the east of Tucumán, Argentina, some kilometers away from the department of Burruyacú, and it has about 225 net hectares of production.

Lemon plantations in this orchard were made in two stages: the first one took place in 2009 and involved 60 hectares; the rest was planted in 2012, during the second stage.

Until the beginning of 2019, we developed conventional production, and, in that year, we changed to an organic method. *"This change of direction that took place in the orchard involved a technical transformation, and the team had to learn new challenges",* explained **Taddei**.



The Conversion Stage

The conversion from conventional to organic farming meant a learning opportunity. Our commitment to health, safety and certified quality was our banner. In order to achieve our goals, we invested in training our collaborators and hired a consultant specialized in this type of farming. In this way, we learnt about the characteristics of organic production and the tasks required in the transition period in order to reach our goal.

“These insights meant a change of perspective to us. We stopped thinking about organic production as something with no intervention at all, and we started considering it a technique adapted to certified and registered processes”, stated **Juan Altamiranda**, Primary Production Manager.

We also got information about suppliers of organic production materials, sanitary conditions for the access of the fruit to the industrial plant, the cleaning process of the vehicles transporting the products and hygiene elements for harvesting fruit of such characteristics, among other things.

“If we compare both production methods, they are very similar when it comes to farming tasks. They differ in the technology related to the use of fertilizers and agrochemicals destined for the production of organic crops”, highlighted **Taddei**.

In this learning process, *“the team undertook the challenge with great commitment in order to adapt to the change and progress in line with the requirements of the standards regulating this certification”,* pointed out **Altamiranda**.



All these changes were made with the premise of not neglecting plantation care, soil fertility maintenance, water conservation and a more efficient use of resources, among other aspects, in each organic production stage.

From Our Orchard to Industrialization

The demand of organic products is growing, and, at Citrusvil, we have undertaken this challenge.

“We are interested in selling certified organic lemon juice to all our customers as well as by-products such as oil and pulp by 2023”, said **Alex Nolte**, Industry Department Commercial Manager.

But that is not all. We aim to adapt other orchards having the same conditions as the ones in La Ramada in the coming years.



Organic Quality

Organic production is aimed at maintaining and improving soil fertility and biological diversity, protecting crops and animals from plagues as well as weed. For such purpose, observing and learning about the natural cycles of the elements and living things is considered, and different techniques which do not involve the use of chemically synthesized products or genetically modified organisms are applied.

The organic condition of a product is a quality attribute that guarantees that it meets additional requirements apart from those for conventional products.



Certification

Organic production involves a certification process that guarantees traceability of the industrial organic products to the field where they were produced.

Juan Altamiranda, Primary Production Manager, explained that we are working with two primary production programs: SUE (SENASA [Argentine Service for Agri-Food Safety and Quality]- European Union), which requires 36 months of conversion; and the NOP program, which requires 12 months of conversion.

At Citrusvil, we are training to get the certification for both markets. For such purpose, *"the Quality Assurance Department accompanies this process from field to factory, so that we can have certified industrial organic products"*, said **Noelia Lescano**, Head of Quality Assurance and Environment.

Did You Know that...?

There is a clear market trend to consume food products which are as natural (fresh and wholemeal) as possible and which come from environmentally sustainable sources. Moreover, there is a clear interest from consumers and the general public to learn about who produces their food, where and how.

Although the domestic demand of these products is still low in Argentina, it is growing at a good pace, and organic consumption is predominant in developed countries due to awareness and purchasing power.



Juan Altamiranda

Primary Production Manager



José Luis Taddei

Head of Primary Production
Citrusvil



Alex Nolte

Commercial Manager
Citrusvil



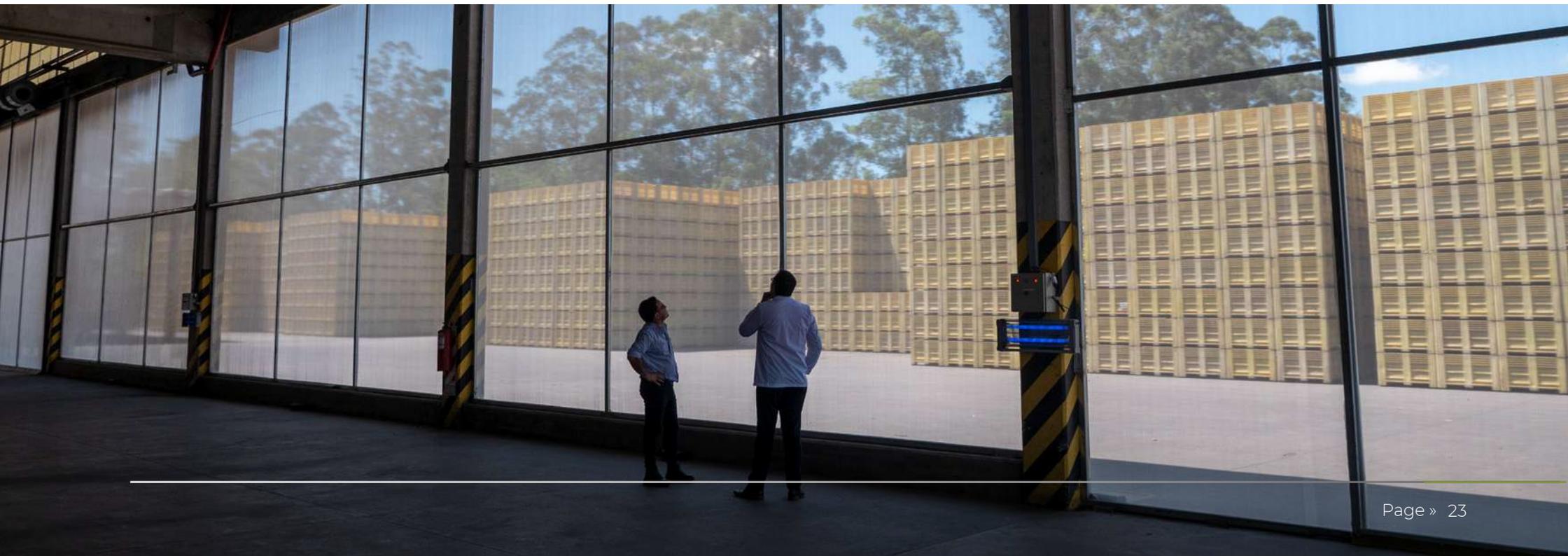
Noelia Lescano

Head of Quality Assurance
and Environment
Grupo Lucci

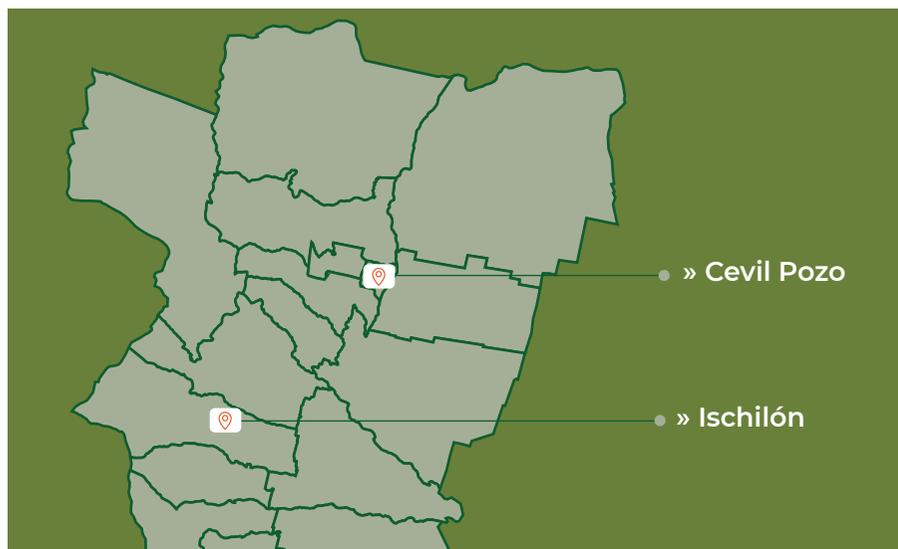
Investments in Fresh Fruit Operation

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At Grupo Lucci, we carried out improvements in the infrastructure at Cevil Pozo packing house in order to increase efficiency in exports to the American market.



At Citrusvil, we have two packing houses: Cevil Pozo, in the east of San Miguel de Tucumán, and Ischilón, in the south of Tucumán. During this year, we carried out infrastructure works at Cevil Pozo in order to increase our preselection capacity of fruit destined for the American market. These improvements simplified processing since we managed to arrange fresh fruit treatment in phases and ease the packing system, resulting in greater operational capacity between the two packing areas and working simultaneously.



Continuous Improvement

“At certain moments in the season, when we reached peaks in production, the storage space at Ischilón packing house became reduced; processing had to be slowed down until fruits were mature or cured according to the process stage. Therefore, we decided to invest in these improvements,” explains **Sebastián Dopico**, Packing House Manager.



“With these new chambers, we managed to maintain our export levels during all the fresh fruit season,” concludes **Sebastián Dopico**.

What Did the Works at Cevil Pozo Consist in?

New chambers for fresh fruit storage were built, meeting the requirements set forth by the Food and Drug Administration (FDA).

An enclosure wall with a light structure and an anti-aphid net (a physical barrier usually used in greenhouses to protect them against potential insects or microorganisms) was built in the area. In addition, a wind curtain system, which eliminates dust, keeps the area cool and prevents insects from entering, was installed at the points of access. After the works were performed, the Argentine Service for Agri-Food Safety and Quality (SENASA) audited the facilities and certified that they were fit for use.



Challenges for Next Season

“We expect to use the 100% of our capacities in the next season. Both our facilities and our team are ready,” said **Martijn Hazeu**, Fresh Fruit Department Commercial Representative.



Sebastián Dopico

Packing Manager
Citrusvil



Martijn Hazeu

Commercial Representative
Fresh Fruit Department

Our Customers' Experience

We are a customer-focused company which interprets their needs and takes into account the main trends in international markets through continuous improvement in all our processes.



Feedback Process

We are aware of the importance of our customers' opinions, and we believe they are assets that enable us to streamline our management. We constantly work on our developing and improving our products, trying to understand all the demands by means of active communication with each of those who choose our products. We assess our customers' satisfaction and strengthen our long-term business relations.

In order to identify improvement opportunities and boost the positive aspects of our management, assessing our customers' satisfaction focuses on our teams' responsiveness and the quality of our products.



"The results, both in the Industry and Fresh Fruit Departments, were very positive, with a high level of general satisfaction. This shows that we are focused on addressing our customers' needs with commitment and responsibility", stated **Noelia Lescano**, Head of Quality Assurance and Environment.

"We are satisfied with the results, which were obtained despite the problems we had to face in the international context of the 2022 supply chain", said **Martijn Hazeu**, Fresh Fruit Department Commercial Representative.

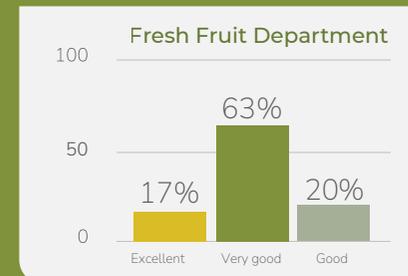
The Importance of Assessing Our Customers' Experience

Assessing the experience of those who choose our products is a value that is built on a daily basis through reliability, communication and accurate answers as a dependable supplier.

General satisfaction



Quality received



R&D&I: Team Work to Get Tailored-Made Products

Our entrepreneurial identity is constantly challenging us. We aim at meeting our customers' real expectations and needs with solutions that add value. We believe in the power of research, development and systematic innovation.

That is why we have a team of specialized professionals who are qualified to develop the applications and products that our customers need.

“As part of the innovation process, we always pay attention to our current and potential customers' specific demands.

The queries they send us are received, analyzed internally and sent to our laboratories to assess their technical feasibility.

We use the different resources available in our laboratories to determine physical, chemical and organoleptic parameters in order to provide our customers with a tailor-made product. All the requests are challenges, and we analyze the queries on aromas and fragrances with great development potential,” said **Federico Sosa**, Head of Research and Development.

Recently, representatives from the R&D&I Department, together with the Commercial Department, have attended international business fairs. Thus, we strengthen the relation with those who choose our products in order to formulate innovative and differential proposed solutions.

New products research and development is approached through collaborative and multi-sectorial work. Projects are diverse and they aim at improving our efficiency, quality and services, as well as our solution provision and versatility.

Strengthened Business Relations

Our commercial team could attend several specific encounters in Europe, North America and Asia.

At SIAL Paris, in October, Citrusvil had a strong institutional presence with its stand.



At Grupo Lucci, we aim at being the most dependable supplier, ensuring quality and safety, and we acknowledge the importance of developing strategic and long-term relations with our customers around the world. Such relations are based on reliability and transparency.

“Fairs do not only enable us to meet our customers, but also to know new market demands regarding our tailored-made products and services”, said **Alex Nolte**, Industry Department Commercial Manager.



Efficient Customer Service

International trade involves different and complex follow-up and support stages. These tasks are imperative at Citrusvil as a strategic partner of its customers. The Customer Service Department is in charge of carrying out this process, from the time the product leaves our facilities until it reaches destination, working side by side with the Commercial Department and establishing efficient communication with the customer, which strengthens long-term business relations.

Communication with those who choose our products, located in 4 continents, is key to offer an excellent service. We keep open communication channels in order to take the necessary actions during all the process.

“This Department is essential in order to keep in touch with and strengthen our customers’ reliability until they receive our products. We are all committed and in line with the customer-focused objectives so that they have the best commercial experiences. We all have this mission and we take care of the different interactions so that our customers are satisfied with all the purchase process”, stated **Alex Nolte**.



Alex Nolte
Commercial Manager
Industrial Department
Citrusvil



Federico Sosa
Head of Research and
Development
Citrusvil



Noelia Lescano
Head of Quality Assurance
and Environment
Grupo Lucci



Martijn Hazeu
Commercial Representative
Fresh Fruit Department
Citrusvil

The Power of Lemon



There are many of us who are lemon fans, and we tell you why.



Lemons are citrus fruits which have many health benefits. There are two features that characterize them: difference and versatility.

Unlike other citrus fruits, these sour fruits can be consumed in other foods, and, regarding their versatility, lemons can be used not only for cooking but also for health-related purposes or even for removing a stain from our clothes.



Lemons are mainly used as condiments or diluted, thus, unlike other citrus fruits, their per capita consumption is smaller. According to information from the Argentine Citrus Federation¹, dated July 2021, Argentine people consume 3 kilos of lemons per capita every year, a number that is higher than the European average consumption, which is about 1.96 kilos per capita every year, according to Eurostat².

The benefits of these citrus fruits are increasingly popular. When it comes to cooking, they are known as “multipurpose keys” because they can be used in any recipe and in different types of food (jellies, puddings, jams, pastries, alcoholic and non-alcoholic beverages, etc.) as well as in the manufacturing of cosmetic, pharmaceutical and cleaning products

Lemons are also authentic nutritional treasures³.

Nutritional Composition	Per 100 g of edible portion	Medium-sized unit of 110 g
Energy (Kcal)	44	31
Proteins (g)	0,7	0,5
Total Lipids (g)	0,4	0,2
Carbohydrates (g)	9	6,3
Fiber (g)	1	0,7
Water (g)	88,9	62,6
Calcium (mg)	12	8,4
Iron (mg)	0,4	0,3
Iodine (µg)	3	2,1
Magnesium (mg)	18	12,7
Zinc (mg)	0,12	0,1
Sodium (mg)	3	2,1
Potassium (mg)	149	104,9
Phosphorous (mg)	16	11,3
Selenium (µg)	1	0,7
Thiamin (mg)	0,05	0,04
Riboflavin (mg)	0,03	0,02
Niacin equivalents (mg)	0,17	0,12
Vitamin B (mg)	0,11	0,08
Folic acid (µg)	7	4,9
Vitamin C (mg)	50	35,2
Vitamin A: Retinol equivalent (µg)	2,3	1,6
Vitamin E (mg)	0,5	0,4

Since lemons have fewer calories than other fruits, they are a source of vegetable compounds called flavonoids, which have antioxidant and anti-inflammatory effects. Antioxidants are compounds that help protect body cells from damage and have a very low glycemic index (30) as well as large amounts of fiber. Moreover, their sour flavor helps digestion and kidney stones dissolution.

In addition, studies have shown that people who consume a large amount of vitamin C have a lower risk of developing chronic conditions such as cardiovascular or neurodegenerative diseases or cataracts, according to the Spanish Lemon and Grapefruit Interbranch Organization



- » Lemons provide a great amount of vitamin C and potassium as well as small quantities of other vitamins and minerals.
- » Vitamin C intervenes in many enzymatic reactions. It is also essential for collagen production, necessary for cell growth and repair.
- » Lemons have the ability to improve healing and the function of the immune system boosting our body's general defenses.
- » They collaborate in iron transport and have antioxidant capacity, which reduces the risk of contracting some diseases; thus, for example, they help neutralize carcinogenic substances, such as nitrosamines. Therefore, they seem to have a key role in cancer prevention.

(Ailimpo). Their pulp contains organic acids, mainly citric acid and, secondly, malic (considered to be responsible for the sour flavor in this fruit), acetic and formic acids. Some studies have shown that organic acids boost the action of vitamin C and have a significant antiseptic effect. Lemons also have phenols such as caffeic and ferulic acids, which are strong antioxidants and inhibit carcinogenic activity⁴.

Other Benefits

- » Lemons boost the immune system.
- » They incorporate potassium, benefitting the nervous system and brain care.
- » They prevent intestinal diverticula and constipation, and protect the intestinal mucosa.
- » They are acidifying, gelling, thickening, emulsifying, antibacterial and stabilizing agents.
- » Pectin is used as an antiseptic, healing and moisturizing agent.
- » They maintain the pH balance in the body.





Did you know that...?

On September 30, we celebrate the World Lemon Day 🍋, a date that was set to give value to the global chain of this citrus fruit.

Recipe

Moist Lemon Cake

By **Oswaldo Gross**⁵, an Argentine pastry chef, world renowned for his dishes. He has written many books and is a TV presenter. He has also received many awards, such as Cordon Bleu, The Culinary Institute of America, École Etoile, Castalimenti.

Ingredients:

- 3 grated fresh lemon peels
- 425g of sugar
- 325g of flour
- 10g of baking powder
- 5 eggs
- 120g of clarified butter or 150g of regular butter
- 180g of thick milk cream (double cream) or cream cheese

Steps:

- 1) Whisk the eggs with the sugar and the grated lemon peels.
- 2) Sift the flour with the baking powder and add it to the eggs. Finally, add the melted butter and the milk cream.
- 3) Make a uniform dough.
- 4) Put it into two 24-cm pudding molds or 3 20-cm pudding molds.
- 5) Bake at 160° C for 45 to 60 minutes at moderate to low heat. Use a toothpick to check that it is cooked. Once it is ready, you can frost it with a mixture made of powdered sugar and lemon juice.



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- 1) Federcitrus. 2022 Citrus Activity
- 2) Federcitrus. "El consumo de limón se estabiliza en España y vuelve a los niveles de la prepandemia"
- 3) Ailimpo. "Valor nutricional de los limones"
- 4) ACNOA - Día mundial del limón
- 5) Oswaldo Gross on Facebook

Human Capital, Competitiveness Management

By means of continuous improvement, at Citrusvil, we aim at standing out for our competitiveness. We focused on our human capital training in order to promote the improvement of our production system, enabling us to add value to our end product and benefit our customers.



Learning for Change

We looked inside our company and, together with our collaborators, we are working on the actions that are necessary for the development of our organization.

MEOC: Citrusvil's Model of Operational Excellence

"In the first place, we addressed the training of those who are in leading these processes of change, since they are the protagonists of this methodology and success in transmitting our culture to those who are part of Citrusvil depends on them", says our Human Capital Manager, **José Luis Palacio**. *"Therefore, we have been working on developing learning environments to promote continuous improvement and innovation. Together with each department, we set measurable objectives, related to these pillars".*

Firstly, we set and aligned objectives between the Board of Directors and the different departments involved in the first stage. Secondly, we moved to planning and assertive programming, and we ended the first semester with the Asakai (morning meeting and afternoon meeting) and the Gemba walk modules (daily workplace walkthrough), routines that contribute to a comprehensive management (5 missions) and make our processes more efficient by rooting out recurring problems (Troubleshooting Methodology).

César Romero y Marcos Vera, Plant Supervisors, share their experiences as MEOC's leaders, and, regarding the designed meetings and daily workplace walkthroughs, state as follows: *"We check all the indicators through boards, which provide a comprehensive view of our facilities, the quick detection of deviations and immediate actions".*



Thanks to this Model, we managed to reduce waste in the production process, implemented a series of principles and routines related to troubleshooting, standardized work, programming and planning. We considered five key points: safety and environment, quality, productivity, costs, and human resources.

On the progress made, **Alberto Galván**, Plant A Manager, says: *"It is a transforming tool, which enabled us to improve the production process and manage the variables more efficiently. In particular, we managed to improve production times and identify activities which add value to the end product and are recognized by our customers".*

In 2022, we started implementing the model throughout Citrusvil's value chain: field work, harvesting, packing, industry and commercial teams.

Marcelo Pérez, Plant B Manager, states that this first experience *“meant rethinking our actions, an opportunity to open our minds to make new proposals and ask ourselves: What is the best way to do things in order to prevent deviations?”*.

Challenges Accepted

For 2023, we have accepted new challenges as a result of everything we have learnt and the practical interventions we have made.

As part of our planning, we aim at promoting actions to support everything we have learnt and incorporate new practices, as well as, involving the service departments, such as Management, Finance, Human Resources, Sales and Sustainability.

“For us, Citrusvil's Model of Operational Excellence enables us to work on our competitiveness with regard to our business sustainability. The big challenge consists in consolidating its implementation and adherence in the organizational culture”, says **Agustina Lucci**, Sustainability Manager.

Diego Moyano, from the Occupational Hygiene and Safety Department, states: *“After this first experience which was lived with great commitment from each of its participants, we have big expectations for the 2023 season. With a more fluid dynamics and streamlined processes, we aim at incorporating more people into the Model.”*

“Citrusvil is evolving and many of us are change agents to carry out this Model. There is no doubt that this promotes working closely with the teams in order to strengthen concepts, train, motivate, design, put into practice and show results”, concludes **Marcelo Pérez**.

Among the benefits obtained at this stage, we achieved:

- » Better information organization.
- » More precise communication and greater interaction.
- » Value generation focused on the customer.
- » More efficient decisions.
- » Better use of time and active participation at different organizational levels.





Since 2021, we have been training on LEAN Management. We have great challenges to meet by 2023. We want to extensively implement the MEOC Model in all our teams, consolidate it and make it part of our organizational culture.



José Luis Palacio
Human Capital Manager.
Grupo Lucci



Diego Moyano
Head of the Occupational
Hygiene and Safety
Department
Grupo Lucci



Marcelo Pérez
Plant B Manager
Citrusvil



Alberto Galván
Plant A Manager
Citrusvil



Agustina Lucci
Sustainability Manager
Grupo Lucci

Investing in Our Land

In 29,300 hectares, located in the provinces of Tucumán, Salta, Santiago del Estero and Catamarca, we produce different crops: soybeans, corn, wheat, sorghum, chickpeas, beans, peanuts and cotton.



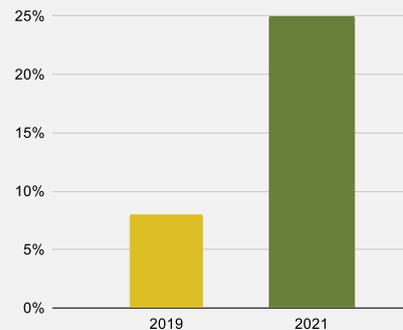
Diversified Production

For Viluco, crop diversification is key, and through the interpretation of new trends, we capture opportunities in new markets.

In addition, we make crop rotation easier, care for the soil and streamline the planning of the summer and winter production seasons in our areas.

Our Pulses

In 2019, pulses represented **8%** of our production area. Today, they represent **25%**, with a total of **7,230 hectares**.



Production growth is the result of our strategic agricultural plan: *“Pulses are a niche business, and they give us the possibility to have access to specialized markets which we couldn’t reach with other products”*, said **Pablo Cianci**, Agriculture and Livestock Farming CEO.

In 2022, we grew mung beans for the first time, and it was a positive experience. With high-quality seeds, we finished the season with 360 tons of harvest and a successful commercialization.

Our Production: 7,230 Hectares

- » Black beans: 2,900 hectares
- » Green beans: 2,000 hectares
- » Cranberry beans: 1,050 hectares
- » Dark and light beans: 800 hectares
- » Mung beans: 260 hectares
- » Chickpeas: 220 hectares



What are Mung Beans?

They taste like walnuts and are slightly sweet. They are typically used in sweet and salty Asian dishes. They are an excellent source of fiber, vegetable protein, iron and carbohydrates, and they also have vitamins and minerals.



The Importance of Pulses

Pulses have been an essential part of human nutrition for centuries. They play a key role in a healthy diet, in sustainable food production and, mainly, in food safety.*

- » They are essential crops since they are highly rich in proteins, an ideal source in regions where meat and dairy products are not physically accessible or affordable.
- » They have a low content of fat and are rich in soluble fiber, which helps reduce cholesterol levels and control blood sugar levels.
- » They are recommended for people suffering from diabetes and heart conditions.



Protein
food



Beneficial for
health



Good for people
suffering from diabetes
and heart conditions.

* FAO, 2020. Pulses: nutritious seeds for a sustainable future.

A Market that Is Growing in Argentina

Most of the pulse harvest in Argentina is destined for exports since the consumption of pulses in our country is low when compared with their consumption in other countries.

The average consumption of pulses in the world is about 8 kilograms per capita (OCDE FAO, 2020) while in Argentina it barely reaches 800 grams per capita every year (CLERA, 2020, Chamber of Pulses of the Argentine Republic), and lentils represent 60% of that amount.

“As we can see, their incorporation into our diet is growing and this is due to a culture issue. There are signs that their consumption is spreading as a result of the new trends towards healthy and highly nutritional products”, stated engineer **Ramiro Aznar**, Agriculture Manager.

Peanuts: First Experiences

With 90 hectares in Las Marías Establishment, we have recently carried out our first experiences with peanut crops. For that purpose, we have implemented different actions in Northwestern Argentina which enable us to sow this pulse based on the weather conditions in the area.

Peanut production was analyzed taking into consideration the market price. Argentina managed to position itself as the second world exporter of edible peanut, after China and before the United States. Nowadays, our country is the first supplier in the European Union.

More about Our Portfolio

HB4 Wheat: Drought Tolerance

In the winter of 2022, we experienced with HB4 transgenic wheat, which has greater tolerance during drought periods and implies a greater yield, in 440 hectares of Rancho Grande Establishment.

Good Perspectives for Cotton

Viluco has produced cotton for 10 years. During the 2021-2022 season, with 326 hectares, we got 230 tons of fiber, and the perspectives for the new season are very favourable.



“We care for our water resources so that we can make the most of each water drop. The main challenge for the agricultural industry is to adopt a long-term perspective that considers the compatibility between production and the conservation of the environment and natural resources”, stated Ramiro Aznar.

Good Agricultural Practices

We work on the management of a long-term sustainable production system, promoting balance between productivity, profitability and environmental care.

Good Agricultural Practices are key since they ensure a healthy, safe and eco-friendly production.

Water and soil care is essential. By assessing the water offer and precipitation changes, we considered a change in our crop planning: choosing the right crop is crucial to use the adequate amount of water. This led us to adjust the crop proportion between soybeans and pulses.

A key process in sustainable agriculture is crop rotation and the incorporation of ecosystem service crops, such as rye and forage radish. This is performed in order to preserve the physical and chemical fertility of soil. In this process, pulses are valuable for their nitrogen-fixing properties. Plants can fix nitrogen from the air to the soil and provide it with nutrients; otherwise, a chemically synthesized and more expensive fertilizer would be needed. In this way, crop rotation favors the production of other plant varieties (gramineous and cereals).

2023 Challenges

Regarding the future perspectives of our agriculture, we face the following challenges:

- » Doubling the production of mung beans from 260 to 600 hectares, a new product for us that accompanies the growth of pulses in the export market.
- » Continuing making improvements in the use of water in all the agricultural system, observing our sustainability guidelines and committed to our rural communities.
- » Advancing through the stages in the Pro Carbono Project together with Bayer in order to measure carbon sequestration in soils. We have already concluded the first year of development out of the 3 involved in this project. Through this initiative, we measured soil carbon fixation in our fields, and, as a result, we could generate new actions.

“Through concrete goals, in line with our excellence and commitment values, we get ready for new successful seasons with a team that challenges itself on a daily basis regarding sustainable agricultural production”, said **Pablo Cianci**.



PRO Carbono



Open House Program



In 2022, Viluco, together with Grupo CREA and coordinated by Fundación Vicente Lucci, created spaces for dialogue and learning on the importance of Good Agricultural Practices in agricultural production for agro-technical schools in the area of influence of the agriculture and livestock farming industry.

In these meetings, different social and environmental aspects of the daily tasks were discussed, considering:

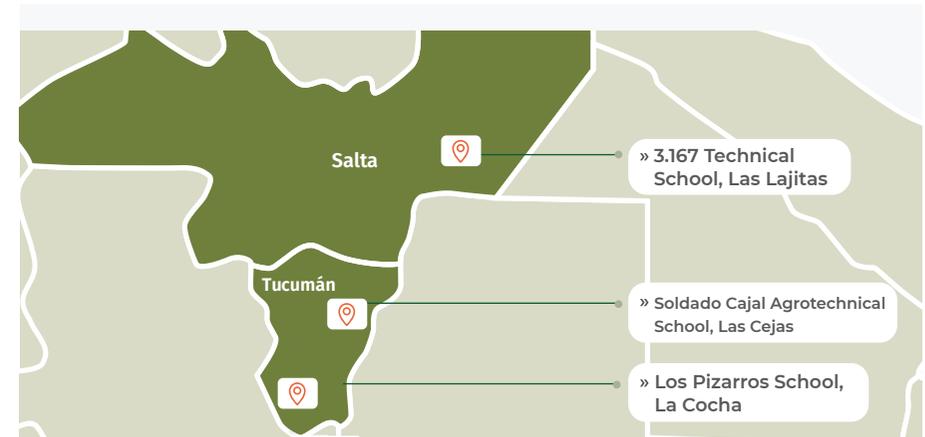
- » Innovation.
- » Teamwork.
- » Respect.

Over 100 young students from agro-technical schools visited our production centers and learnt about our company's sustainable actions, thus, increasing their knowledge and experience for their future.

Each meeting had the people in charge of the main agricultural activities as protagonists. They showed Weed-it technology, the weighing scales, seed classification and

curing, agrochemical handling, etc. This experience aims at integrating educational contents from the theoretical and practical perspectives, interacting with those who work in the agricultural industry, learning about potential local source of employment, and contributing to the personal development of those students who are about to complete their studies.

Schools Involved in the Program



Useful links



» 3.167 Technical School, Las Lajitas



» Soldado Cajal Agrotechnical School, Las Cejas



» Los Pizarros School, La Cocha



Ramiro Aznar
Agriculture Manager
Viluco



Pablo Cianci
Agriculture and Livestock
Farming CEO
Viluco - Engordar

Livestock Farming Expansion

With the acquisition of two new establishments, Don Bruno and Cien Leguas, in the locality of Tolloche, in Salta, Argentina, we have expanded Grupo Lucci's livestock farming.



At Engordar, we develop the activities of breeding, pastoral rearing and fattening in feedlots, complementing production with Brangus and Bradford herds for the development of breeders for own use in different fields. These new recently acquired establishments join Rancho Grande, La Armonía, La Porteña, El Carmen and Santo Domingo establishments, located in the provinces of Santiago del Estero, Catamarca and Tucumán. In this way, we managed to extend to the northern area of Northwestern Argentina, expanding livestock production area.



- Establishments:
- 1) Don Bruno
 - 2) Cien Leguas
 - 3) La Armonía
 - 4) Rancho Grande
 - 5) Santo Domingo
 - 6) El Carmen
 - 7) La Porteña

“Don Bruno, with 7,400 hectares, and Cien Leguas, with 9,900 hectares, increase their work area by 53%, consolidating 49,000 hectares of livestock production,” explains engineer **Daniel Navarro**, Livestock Farming Manager.

One of the competitive advantages of these establishments is their environmental condition regarding humidity, temperature and optimal precipitations for the ultimate expression of gaton panic and graman rhodes tropical pastures, which is necessary for a good pastoral system and a key factor in the meat production chain.

New Fields, New Challenges

The work team is currently learning about the fields and how to manage them by determining the state of the pastures and measuring the drinking water sources and divisions. They are also carrying out a general cleaning to assess the productive resource and initial infrastructure and adapt them to our company’s production standards.



“We are carrying out a sustained growth work plan in order to reach maximum production in three years”, says **Daniel Navarro**.

Goals of the New Fields:

0,6 LU/ha*
in the breeding activity

1 LU/ha*
in the rearing activity

Among the current challenges, we are performing the analysis of these fields through the use of satellite images and accurate land surveying, which enable us to visualize the initial state of the fields and plan changes and improvements to the production design.

It is worth mentioning that the increase in the number of hectares also generated the need to incorporate new members to our work team: an engineer in charge of the sector, field supervisors, clerks, station workers and tractor drivers to meet operational and technical needs.

***LU/ha: livestock unit per hectare**

“We prepared 6 houses for the personnel and installed Internet antennas, which allow for WiFi communication among the different stations and establishments. These systems have energy autonomy since they have solar panels”, explains engineer **Daniel Navarro**.

Future Projection

The work we are carrying out now is essential for the future of these fields in order to reach the maximum production potential in terms of the number of head of cattle in the medium term.

This growth enables us to expand livestock farming in the northern area, always thinking in the province of Salta.

“The team is excited about the potential of these establishments that we incorporated into Engordar's integrated production system”, states **Daniel Navarro**.



Our Meat

The Quality that Makes Us Stand Out



We are part of the meat production value chain.

At Engordar, we ensure traceability of each animal, from its birth to the end of its productive life, in order to meet our customers' maximum standards (slaughterhouse workers, regional and national meat processing plants and consignees). Through them, our production turns into meat for domestic consumption and exports.



Thanks to genetics and Brangus and Braford herds that adapt to our environment, we reached an efficient productivity per hectare, since these breeds have a good performance in the pastoral system and in feedlots. Combining both production systems, we managed to consolidate in the animal good volumes of muscle mass and optimal finishing, obtaining good marbling, a distinguishing characteristic of our meat.

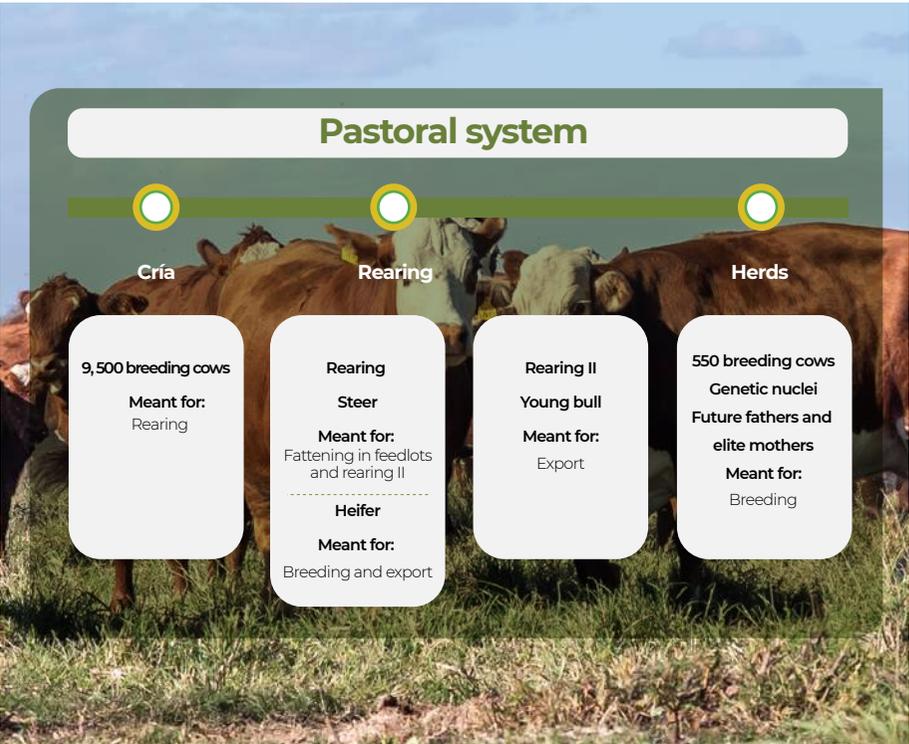
The work of our teams, comprised by professionals trained in genetics, feeding, health and welfare, guarantees the best animal expression in each production stage.

In 2022, we fitted two feedlots out for selling herds to export meat processing plants under the category UE NO HILTON (no EU HILTON Quota). This allows for a new trade channel. It was something achieved by all the members at Engordar, since personnel from the field, administrative and commercial sectors, together with other collaborators in the operations with the Argentine Service for Agri-food Safety and Quality (SENASA) participated.

This challenge accomplished joins the one accomplished before in two establishments which already have the UE HILTON (EU HILTON Quota) standard.

Market Chain

Our activity begins at the breeding corrals, where Brangus and Braford calves and their combinations are born and live until weaning. Then, they move to the rearing process where calves become steers and heifers. In the case of male calves, pastoral rearing increases their weight until they reach 350 kg so that they can enter the fattening in feedlots process, which results in an animal weighing 420 kg for domestic consumption.



There is also the possibility of keeping the steer weighing 350 kg in pastoral rearing in order to produce a young bull weighing 500 kg meant for export.



From this rearing, we separate female calves that are genetically superior regarding their composition and that they can become future mothers. If they don't meet these conditions, they continue the rearing process and are sold as heifers weighing 320/380 kg.



Quality Genetics, Breeds that Produce Beef

One of our characteristics is the intensive monitoring that we perform in each animal. We maintain a high genetic standard with planned crossbreeding processes based on ideal meat characteristics. In this way, we ensure livestock uniformity, reaching an optimal meat yield.

Through a process of genetic improvement that we have been carrying out for decades, we keep streamlining our livestock to get better products in the market.

“The search for excellence in the meat of our animals is only possible thanks to team work, from genetic crossbreeding, selection and logistics to commercial contact”, explains **Daniel Navarro.**



What Is the Hilton Quota?

It is a tariff quota for high-quality beef export that the European Union allocates to different countries. Currently, Argentina has a quota of 29,500 tons per year, and they can only come from establishments registered with the registration office certified by the European Union.

It requires that animals are exclusively fattened with pastures from their weaning. Engordar has 2 establishments with EU HILTON Quota.

At Engordar, we are committed to streamlining our production, maintaining quality, in order to position ourselves and be competitive in the most demanding markets in the world.

Clear Results

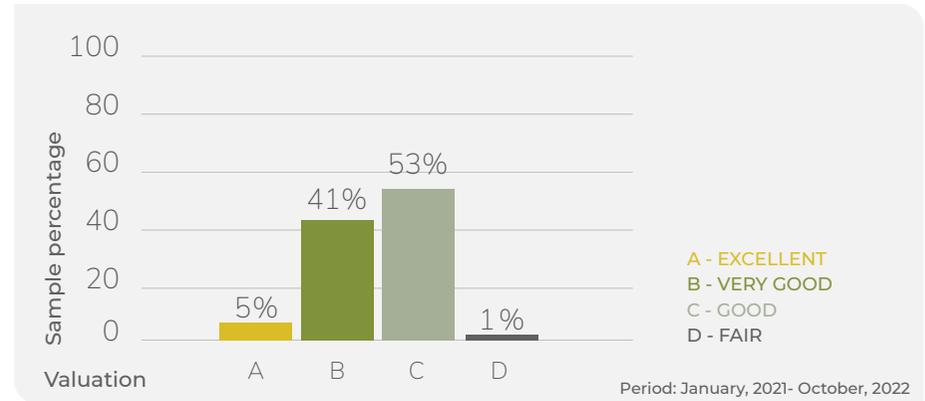
Through the sales channel to big meat processing plants, at Engordar, we have been performing a quality follow-up of the herds we produce since 2021, by gathering the information received from slaughtering reports.

The following assessment was carried out in accordance with Argentine regulations on herd classification and assessment (Resolution No. 32/2018) by licensed categorizers, who classify and assess meat after slaughtering.

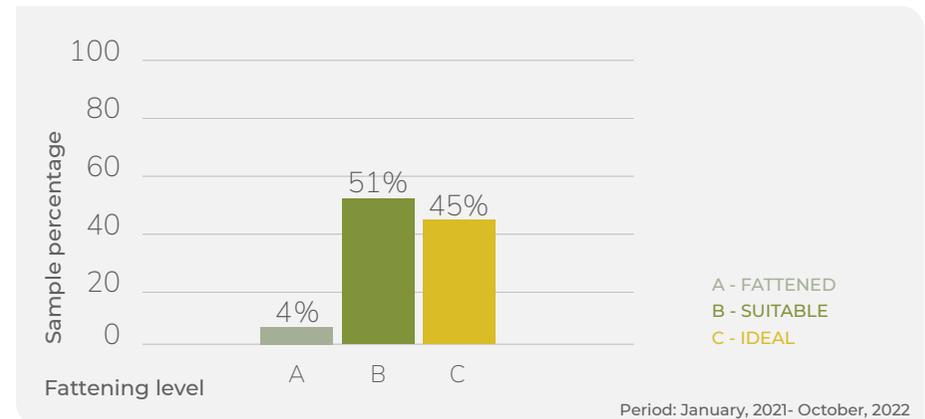
99% of our samples have been assessed with excellent, very good and good, highlighting that the fattening level is suitable in a 51% and ideal in a 45%.

Assessment of Our Meat

Valuation level



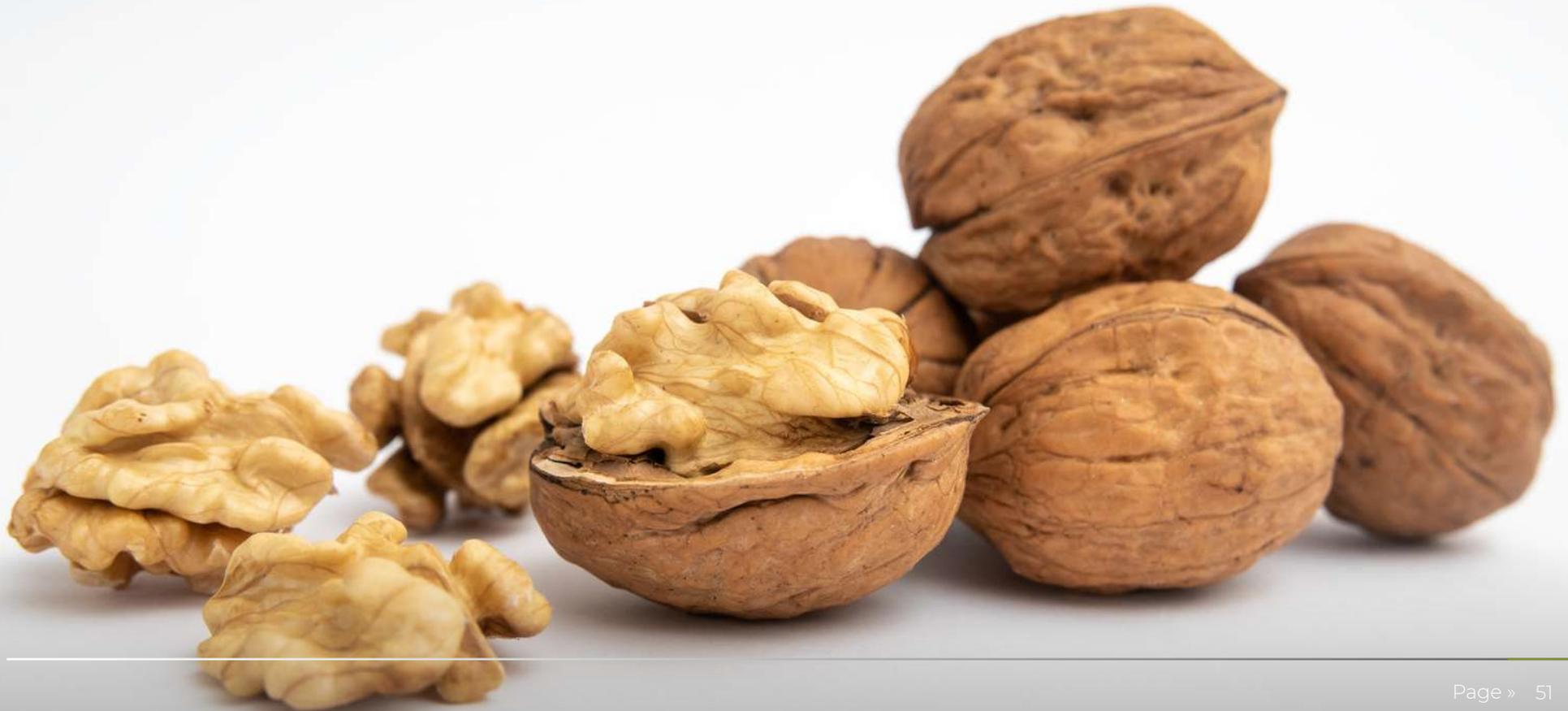
Fattening level



Daniel Navarro
Livestock Farming Manager

Walnut Production Growth

In 2022, we achieved a 50% production growth and harvested 600 tons of Chandler walnuts. This milestone positions us among the top five Argentine companies with the highest production levels.



As the proverb says: “He that would eat the kernel must crack the nut.” And that is the case of Nueces de Catamarca. From the Catamarca valleys, located at 1,150 meters above the sea level, we offer top-quality walnuts to the world that stand out due to their size, color and high pulp yield.

Projected Growth

“Our walnut production increased by 50%. While in 2021, with 215 hectares, we obtained 410 tons of Chandler walnuts, in 2022, we got 600 tons”, said **César Tello**, Head of Production and Packing at Nueces de Catamarca.

“Reaching these numbers was a great achievement from the production area. Walnuts need precise weather conditions so that production can reach its maximum potential”, stated **José Luis Taddei**, Head of Primary Production.

These achievements are the result of different factors: the work done over the years and the knowledge acquired on plantation management, which is enhanced by external technical support and the development of a technology package.



Good weather conditions in the area favored these increase in production: *“We needed cold weather in winter so that there was a good vegetation and reproduction growth during the summer cycle of the crop. We streamlined our post-harvesting processes: we increased our drying capacity by 25%, obtaining 70 tons every day. This provides us with greater speed during harvesting, increases the fruit reception capacity during packing, and, therefore, improves the fruit quality”,* said Tello.

As part of the growth plan during the next two years, we will incorporate **60 hectares and increase our storage capacity by 40%.**

“During this first stage, the plants were purchased in Mendoza, where the best nurseries in the country are located. During the next years, they will be acquired in Chile, since we are trying to have access to other uniform, healthy and productive plants, resulting from in vitro technology”, highlighted **César Tello**.

+60 hectares

+40%

of increase in the storage capacity

Commercial Balance and Future Challenges

In Argentina, walnut production is an activity that is still developing. According to the last national agricultural census (2018), 18,488 tons of walnuts were produced in the year, with the provinces of Mendoza, Catamarca and La Rioja having 71% of the planted area.



Most of it consists of walnuts (69.3% of the total area), then almonds (14.6%) and, finally, in smaller proportions, there are crops of pecan nuts (8.4%), pistachio nuts (5.6%), hazelnuts (2%) and chestnuts (0.1%)¹.

Our production reaches domestic and international markets in an 85% and 15%, respectively. Last year, Mendoza and Italy stood out in terms of sales.



“We face the challenge of increasing the number of business relations and extending our customer base. Therefore, we are planning to take part in specialized fairs to present our production”, stated **Oswaldo Diego Martín**, Commercial Representative at Nueces de Catamarca.



Nuts Are Good for Your Heart

The nonprofit organization Mayo Clinic, in its article “Nuts and your heart: Eating nuts for heart health,” highlighted the benefits of nuts since they have proteins, fatty acids, omega-3, vitamin E and fiber².

A healthy diet that includes nuts helps, among other things:

- » Reduce cholesterol levels since they play an important role in the buildup in the arteries of deposits called plaques
- » Improve the lining of the arteries.
- » Reduce the levels of inflammation related to heart diseases.
- » Reduce the risk of having blood clots.



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- 2) Mayo Clinic's website. Nuts and your heart: Eating nuts for heart health. October 25, 2022.
- 3) Argentine Ministry of Health. Food Guidelines for the Argentine People, Buenos Aires, 2020.



César Tello

Head of Production and Packing
Nueces de Catamarca



Osvaldo Diego Martín

Commercial Representative
Nueces de Catamarca



José Luis Taddei

Head of Primary Production
Grupo Lucci

Celebrating Twenty Years of Commitment in Northwestern Argentina

From the very beginning, our challenge consisted in promoting actions for the development of children and young people from the communities in Northwestern Argentina. Every year, we redouble our efforts so that better opportunities can arise every academic year and classroom work can be strengthened in rural schools.

We work hard so that citizen participation can become a recognized value and entrepreneurship can contribute to community development.



Fundación Vicente Lucci is a nonprofit organization which was created in 2003 as an expression of the commitment and social responsibility inherited from Grupo Lucci's founder, Mr. Vicente Lucci. Its aim is to promote the development of the rural communities in Northwestern Argentina.

Our actions are part of Grupo Lucci's social investment. We work with the commitment to children, young people and adults' future and education in order to contribute to the fair and equitable development of our communities of influence. In this way, with our programs, we have an impact on 40 rural schools in the provinces of Tucumán, Santiago del Estero, Salta and Catamarca.

That is why we have developed a joint project for 20 years, based on 3 central points:

- » Values education
- » Labor inclusion and entrepreneurship
- » Citizen participation

What Have We Done during these 20 Years?

20 YEARS Throughout the past 20 years, we have consolidated our Foundation and got actively involved in the local realities of the areas of influence of the company's assets.

At the beginning, its activity was limited to satisfying a specific need by means of economic contributions or donations; for example, donations of trainers to a soup kitchen or on a special occasion such as Mother's Day or Children's Day. *"We have evolved and made our business contribution to local*

communities more professional, through the development of corporate social responsibility actions", said **Patricia Condorí**, Head of the CSR Department at Grupo Lucci.



Later, we forged different institutional alliances with the Ministry of Health of the province of Tucumán and funded cleft palate surgeries. We worked with the National Agricultural Technology Institute (INTA), where communities were taught how to make small vegetable gardens in order to cultivate the land and harvest their own food. Apart from this work in the health and agriculture sectors, we worked on a cultural level, since there was a space for big and small, local and national artists at our first main office.

In this way, the first courses of action of corporate social responsibility (CSR) were established.

“In 2007, we carried out a social diagnosis and three basic needs were identified with opportunities for improvement in the communities: education, health and employment. We aligned our management and alliances to develop programs, giving priority to values education and labor inclusion,” explained **Patricia Condorí**.



As part of the Foundation’s growth, for 5 years, we have been working on promoting entrepreneurship as an agent that generates development and local genuine work. We gave training courses to rural entrepreneurs together with specialized organizations such as **Universidad del Norte Santo Tomás de Aquino (UNSTA)** and its teaching staff of Entrepreneurship, the **Facultad de Ciencias Económicas (FACET)** and its program “Económicas Emprende”, as well as public and private agencies that provide new means for entrepreneurship projects to grow.

Joint Work to Get Better Results

“We noticed that networking is beneficial and that, through different institutional interactions, we got better results in the communities, forging alliances with specific entities which have provided quality contributions. Our program beneficiaries can have access to updated contents, interact with different participants, improve their self-esteem and make progress in their projects,” explained **Patricia Condorí**.

Entrepreneurs that were benefitted

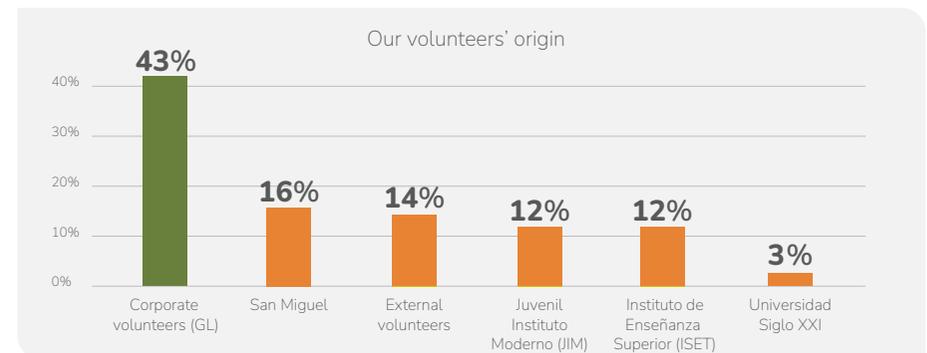
Provinces	Communities	2017	2018	2019	2020	2021	2022
Tucumán	Bella Vista	45	37	-	-	-	-
	Famaillá	-	36	-	-	-	-
	La Cocha	-	39	69	-	-	-
	Burruyacu	-	-	-	-	-	47
	Virtual	-	-	-	53	57	-
Stgo. del Estero	Frías	-	18	-	-	-	-

Volunteering: Social Commitment

Corporate volunteering is a triple-impact tool that adds value to the environment, the company and its collaborators.

In the case of Fundación Vicente Lucci, corporate volunteers come from all Grupo Lucci's companies. In 2022, 51 collaborators participated. The Foundation's Head mentions: *"By means of volunteering, our collaborators can learn about the context of the communities where we produce and, as a result, build groups, have the opportunity to interact with other sectors and share their experiences in the schools"*.

External volunteers also benefit from their participation in these experiences, since they do their internships. From her experience, **Vittoria Medina**, a sophomore studying Human Resources at Juvenil Instituto Moderno (JIM), said that she decided to join in order to share her knowledge with the children. *"This enables me to develop my skills as a future professional. Sharing the workshop teaching with other partners as well as children and young people enriches me in every possible way"*, states Vittoria.



Jorge Alderete, a volunteer from Instituto JIM, states: *"it is a significant space for both professional and personal growth"*.

Lara Valentina Molina, a volunteer from Instituto San Miguel, also gave her opinion: *"it serves as a space for carrying out teaching training practices and it shows us what we should expect as teachers in the future"*.

Other Impact Protagonists:

Iván Montenegro, a student at Escuela Agrotécnica Soldado Cajal, mentioned: *“Learning how to work the field, crop differences, rotations and good practices gives us a perspective that we do not have at school”*. Iván participated in the **Open House Program**.



Ana Krautmann, student at the English teaching training course, did her internship at Instituto San Miguel: *“seeing the children’s reactions when we arrive at the schools is a gratifying experience. What we learn from all this is unbelievable. Rather than a professional practice is a life lesson for us”*.



High School Scholarship Program

Through this program, which was carried out together with Banco BBVA, we aim at reducing school dropout, absenteeism and repetition rates, as well as improving young students’ academic performance.

Lucas Tolosa, a student from the 6th year at Escuela B° Aeropuerto, was granted a scholarship and said: *“it helped me become a better student and buy school objects that I need every day”*.

Gonzalo Sequeira, a student from the 6th year at Escuela B° Aeropuerto, pointed out that *“the scholarship, apart from giving me the possibility of buying school objects, helped me contribute money at home. It also helped me when we had online lessons and I needed Internet connection to attend them”*.

Enrique Lemme, Escuela B° Aeropuerto’s Principal, added: *“through this program and with the teachers’ help, we teach students about the importance of learning how to use their resources and it helps them complete their studies”*.



New Initiatives

Sembrando Vida (Sowing Life) Program

Through this initiative, we aim at strengthening the following values: **Commitment, Responsibility and Effort** in order to improve and build responsible promoters of sustainable actions for our local communities. During the workshops, which take place with students in school communities, there are also courses for planting native trees together with graduates from each school year.



Fundación Vicente Lucci Nursery

In 2021, together with specialized professionals, we built a nursery of native and forest plants from the area, which were previously chosen based on the regional potential. These species have been carefully looked after, and through this initiative, we want to afforest Tucumán and provide our environment with more natural resources.

- » 1,000 trees were planted at schools.
- » 780 trees were donated to communities.
- » 500 trees were donated to Conscientes.



Scope of the Program

	Provinces	4 (Tucumán, Salta, Santiago del Estero and Catamarca)
	Communities	33
	Companies	4
	Schools	40 (77% primary schools and 23% high schools)
	Children	3.674
	Young People	2.782
	Scholarship holders	23

The Legacy

Daniel Lucci, President at Fundación Vicente Lucci.

"For over 20 years, we have been committed, as Argentine businesspeople, to integrating our Group's purpose, which is to produce in a sustainable way and leave our transforming mark. We add value and we want to ignite awareness in new generations for a better world. We learn more if we do it together and, in this way, our impact in our local communities is exponential".

Pablo Lucci, Secretary at Fundación Vicente Lucci.

"We are deeply convinced that, through education, we can achieve better societies, and, honoring our father, at Fundación Vicente Lucci, we promote actions to enhance education, strengthening our unwavering commitment to Argentine society".



Future Challenges:

We want to deepen the work we have been doing for 20 years, renewing our actions, interacting with new participants and strengthening our bonds with the communities related to our operations.



Patricia Condori

Responsible for Fundación
Vicente Lucci



Ethics Hotline

You have an Ethics Hotline at your disposal to contact us. Your suggestions and/or complaints help us improve our management system, ensuring sustainability, transparency and integrity in every link in our value chain.

How Does It Work?

1

Visit www.grupolucci.com.ar, call **+54 381 4515563**, or go to Ruta 302 km 7, Cevil Pozo, Tucumán, Argentina.

2

Write your suggestion or complaint.



3

The evaluation committee will analyze your case and proceed accordingly.



4

The actions necessary to solve the case will be determined.



YOUR SUGGESTION OR COMPLAINT MAY BE RELATED TO:



Environment



Ethics



Community



Regulations



Information



Product Safety



Please report any incident in an anonymous and confidential manner. We assure you that we will preserve the information and maintain discretion.

**YOUR CONTRIBUTION HELPS US
CONTINUE GROWING RESPONSIBLY.**



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