

## 04

Economic context

# We cultivate progress

Operational excellence, productivity, cost control, quality, optimization, service and sustainability are part of the strategic goals we aim to fulfill with the purpose of transforming and cultivating well-being through each one of our business operations.

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# Our value chain

**(3-3)** Planning, executing and controlling the processes and resources based on competitive quality standards are the three components of Wakate's management approach, in addition to the constant benchmarking, analysis and continued improvement, thus ensuring our operational excellence.

We implement technological programs and auditing schemes to understand and monitor business indicators, reacting promptly to correct what is not working and maintain productivity, quality, and cost control as sources of added value and generating trust and security.



We have **focused and committed teams** that have clarity regarding their responsibilities in the constant search for optimal **results** that enable us to **fulfill our promise** to our clients and stakeholders.



We are passionate about and characterized by a **firm but relatable leadership**, which allows us to have, within our Organization, the best people **in the best place to work.**



# We strive to get aligned with international standards



**Global G.A.P. V 5.4**  
 Standard with a **sustainable focus** based on three pillars: **safety** of the fruit, **protection** of the environment and **protection** of the workers.



**Colombian Institute of Agriculture and Livestock (abbreviated ICA in Spanish)** Registration as **land of vegetables** for fresh-produce **exports** with a validity term of ten years.

**Global Grassp Well-being** and **working conditions** of our employees.

# Our production



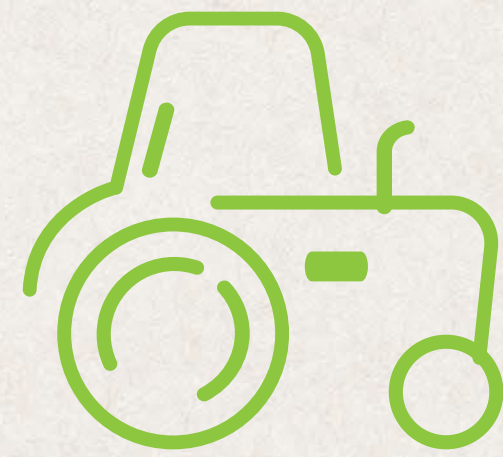
Total hectares producing  
avocado

**1.083,3**

# Our Value Proposition



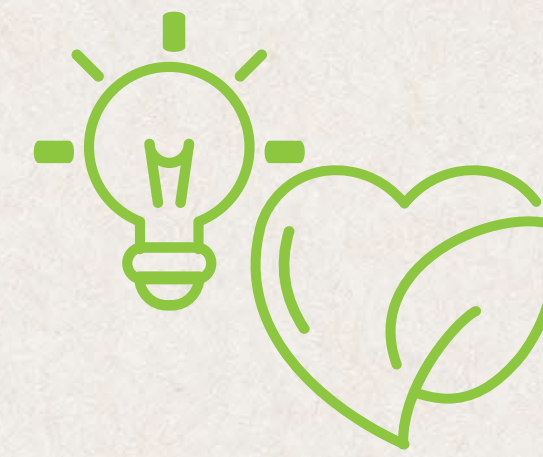
Production with **operating excellence**, process control and **flexibility** to understand the **requirements** of our clients.



Balanced **production curve** throughout the **year**.



**Agility** in terms of **reaction, efficiency and timeliness** in the **response** of the **work teams**.



Initiatives focused on **environmental, labor** and social sustainability.



**New diversification projects** that will allow us to offer a **more varied** product portfolio.

# We always strive to do things better from our clients' viewpoint



**01**

Stable offer distribution.

Differentiated and consistent quality supported on a socially, occupationally and environmentally sustainable approach.




**02**




**03**

Guided, customized and efficient service.

Diversification of the portfolio with products such as avocados.



**04**



**05**

Agile, effective and flexible response to their requirements.

Constant communication to evaluate and improve the current products and processes, receive feedback on opportunities and finding out perceptions regarding the service delivered.

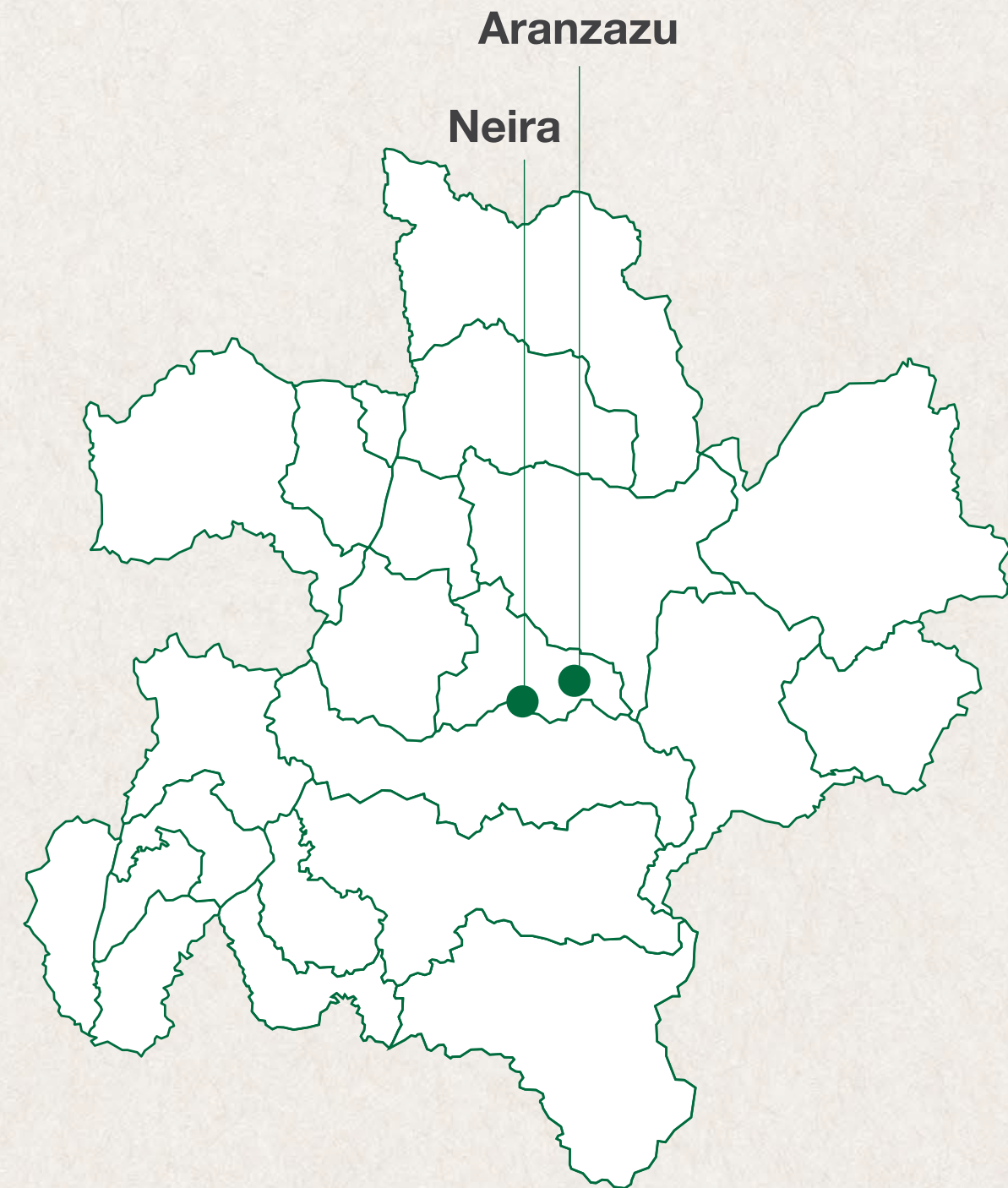


**06**

# Our business performance



Our presence in Caldas  
(2-6)



## Overview



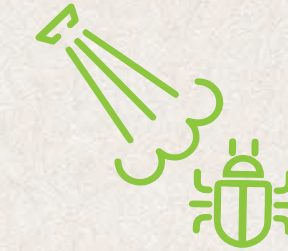
In the first **1,600** hectares acquired, we completed the planting process and, for 2023, we added more than **700 hectares** of newly acquired land at 'Entre Arroyos' for planting.



Our first harvest was fruit for exports.



We unified **405** hectares certified as exporting estates (by the Colombian Institute for Agriculture and Livestock -ICA) and under the Global G.A.P. standards V 5.4 by the end of 2022.



In the first **850** hectares, we completed the construction and implementation of the fumigation piping system that will start operating in 2023 to ensure the phytosanitary control at 'Entre Arroyos.'

# Achievements



Consolidation of the initial production block with **962** productive hectares.



Planting consolidation with **545,825** plants.



Acquisition of **121.3** productive hectares for planting.



**405** hectares certified under the Global G.A.P. standards V 5.4.



Delivery of **850** hectares with fumigation piping systems.



First harvest of the **13** initial plots planted.



# Challenges



Implementing the **efficient plots** program on the **55** of the estate, seeking the technical development and **the well-being of our people** through the **polyfunctionality of jobs**.



**Certifications** under the **Global Gap, Grasp and Rainforest** standards at all the cores.



# We create development-driven partnerships

## Suppliers

The shared value inspires the relationships we have today with our suppliers. Each one of the figures related to the businesses we conduct together, which have an impact on our corporate strategy and the development of our partners, showcase the soundness of these bonds that we have built over the years and that benefit all parties involved.



We dynamize the economy of the regions where we operate.

### Procurement from local suppliers (204-1)

#### Countrywide and local procurement

● Local procurement ● Countrywide procurement

