



Agroparque **Logístico Colima**

Logistic Hub Agrifood
Central Pacific Region

EXECUTIVE PRESENTATION FOR INVESTORS.



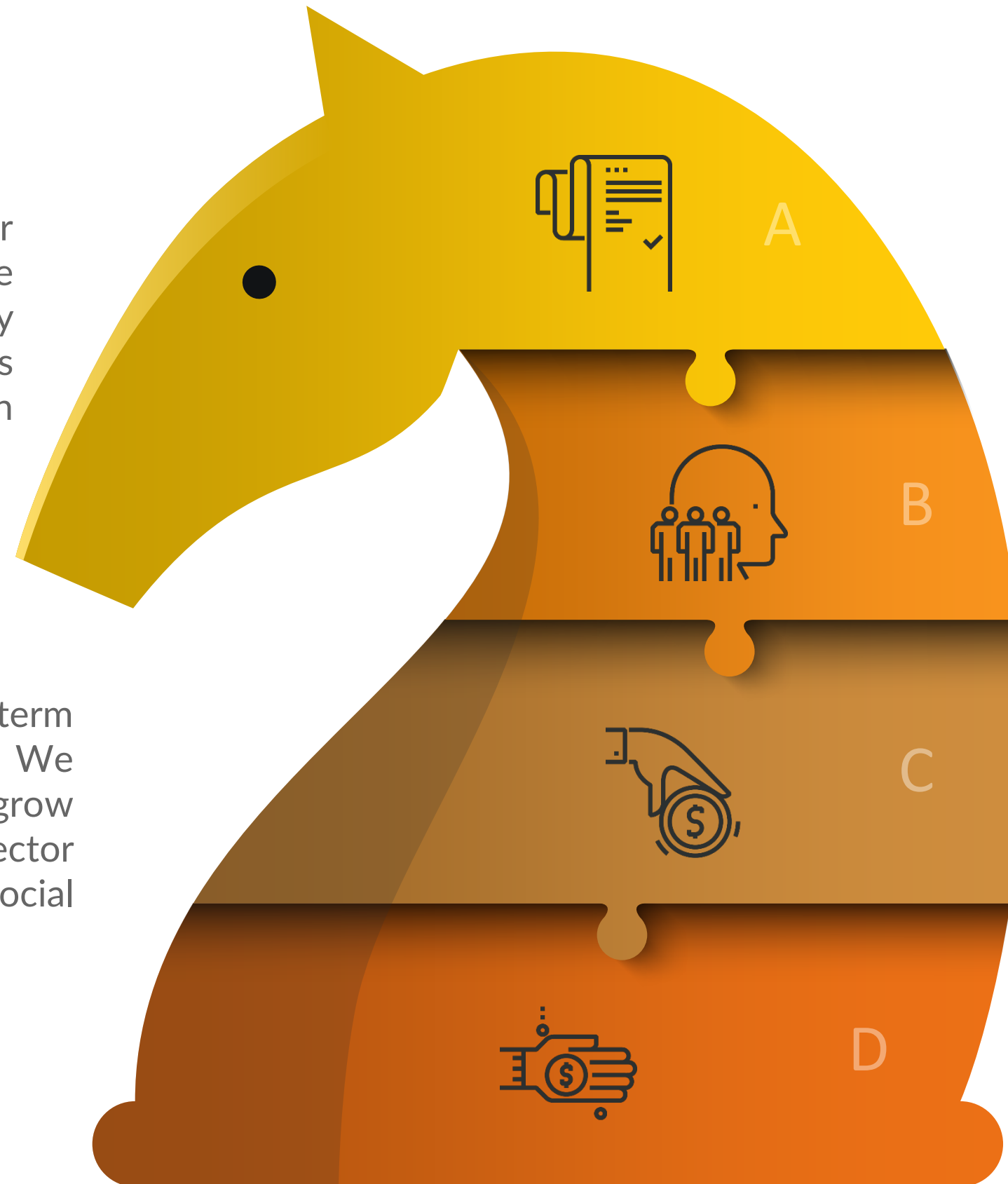
We are looking for business partners

GOVERNANCE CORPORATE

We offer project management under the guidelines of Corporate Governance, to guarantee the utility model, facilitate transparency, business continuity and objectivity in decision making.

PARTICIPATION UTILITY

We offer a high share of long-term profits with the option to renew. We share the business in order to grow together and grow the agri-food sector of the region with sustainability, social equity and fair trade.



RESPONSIBILITY VALUES

We need business partners interested in investing in the agri-food sector as an opportunity to contribute to food security, understanding the nature of this industry, with its opportunities, risks, challenges and responsibilities.

INVESTMENT PARTICIPATION

We look for business partners with investment capacity to develop the agri-food sector of the Central Pacific Region. Partners with a high sense of social responsibility, ethical and proven moral solvency.

México

Central Pacific Region

Within the Central Pacific Region are the states of Colima, Jalisco and Michoacán.



Agrifood value chain

INDUSTRY VALUE

Packaging, Warehouses, Dehydrators, Packaging, Design, Biofactories, Biodiesel, Oils, Sausages, among others.



BEVERAGE FOODS

Snacks, Drinks, Nutrients, Naturists, Energizers, Food supplements, Retailers, among others.



CONSUMERS DINERS

Millennials, Geriatric, Sustainable and Friendly with the environment.



COMMERCE GROCERIES

Supermarkets, Hypermarkets, Wholesalers, Mall, Marketers, Brands, among others.



FARMERS FARM

Agriculture, Horticulture, Livestock, Pig farming, Poultry, among others.

Aquaculture, Forestry,



SUPPLIES LOGISTICS

Transportation, Equipment, Seeds, Fertilizers Nutrition, Fertilizers, Distribution, Insurance, Technologies, Financial, among others.



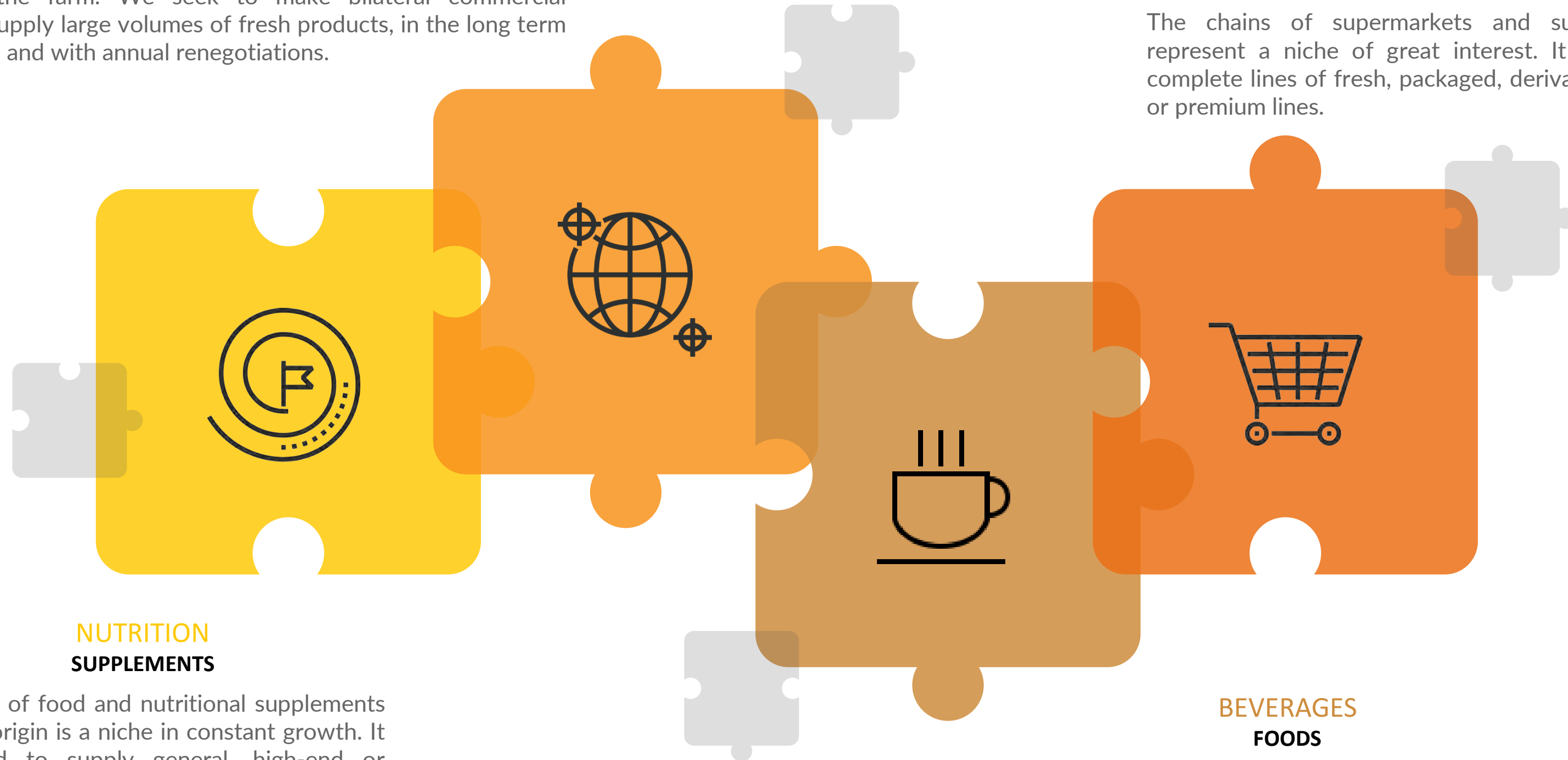
Market segments

STATE REGIONS

It has the capacity to supply complete regions with more than one product from the farm. We seek to make bilateral commercial agreements to supply large volumes of fresh products, in the long term with fixed prices and with annual renegotiations.

DEPARTMENT STORE SUPERMARKETS

The chains of supermarkets and supermarkets also represent a niche of great interest. It seeks to supply complete lines of fresh, packaged, derivatives or high-end or premium lines.



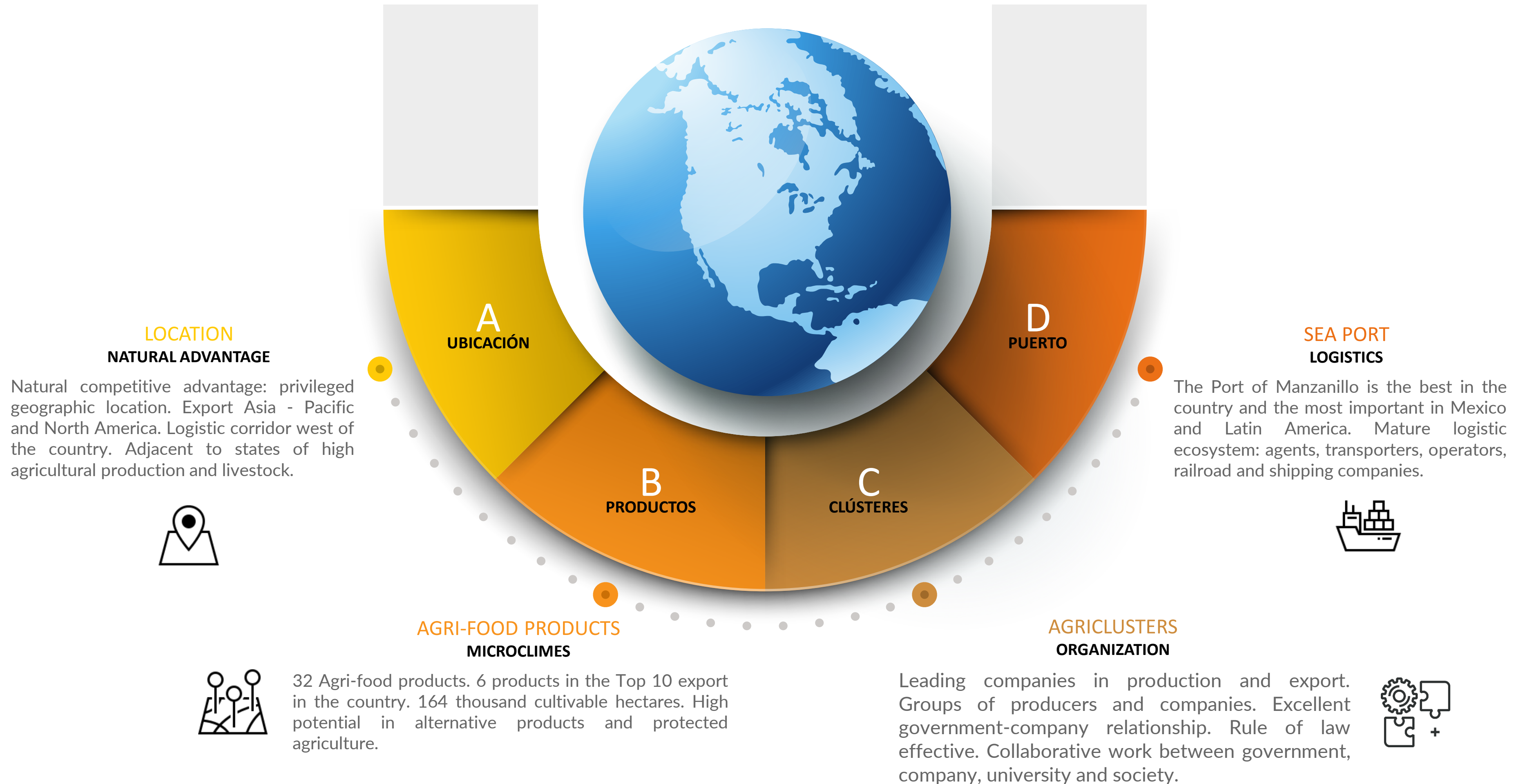
NUTRITION SUPPLEMENTS

The brands of food and nutritional supplements of natural origin is a niche in constant growth. It is intended to supply general, high-end or specialized complete product lines with own or third-party brands.

BEVERAGES FOODS

The big drinks and food brands is a hyper-fragmented and very dynamic niche, and innovative. It seeks to provide premium biomateria to food and beverage brands through highly specialized procedures.

Value proposal



Distribution channels

SEA PORT INTERNATIONAL MARKET

Maritime routes from the Port of Manzanillo to North America: United States and Canada; and Asia: China, Japan, Korea. Middle East and Russia.

LOGISTIC ROUTE REGIONAL MARKET

It has the road infrastructure of quality and logistics routes through the highway that connects Colima via federal highway with the Bajío and Centro Region, as well as the border with the United States through Tijuana and Laredo.

CENTER OF DISTRIBUTION LOCAL MARKET

Through the Distribution Center considered in the project, buyers of agrifood products and agricultural supplies from Colima, Jalisco and Michoacán will be assisted on site.

LOGISTICS PLATFORM PL5

High integration of the processes of purchase, sale, consolidation and deconsolidation and clearance of goods through advanced management systems to support the integration of the value chain and supplies.



Customer relationship

QUALITY STANDARD

Supplier development program aligned with the needs of the client under the premises of inclusion, equity, equality and fair trade.



ONE PROVIDER ONLY ONE ONLY VOICE

Large volume and long-term supply contracts in a single marketing window.



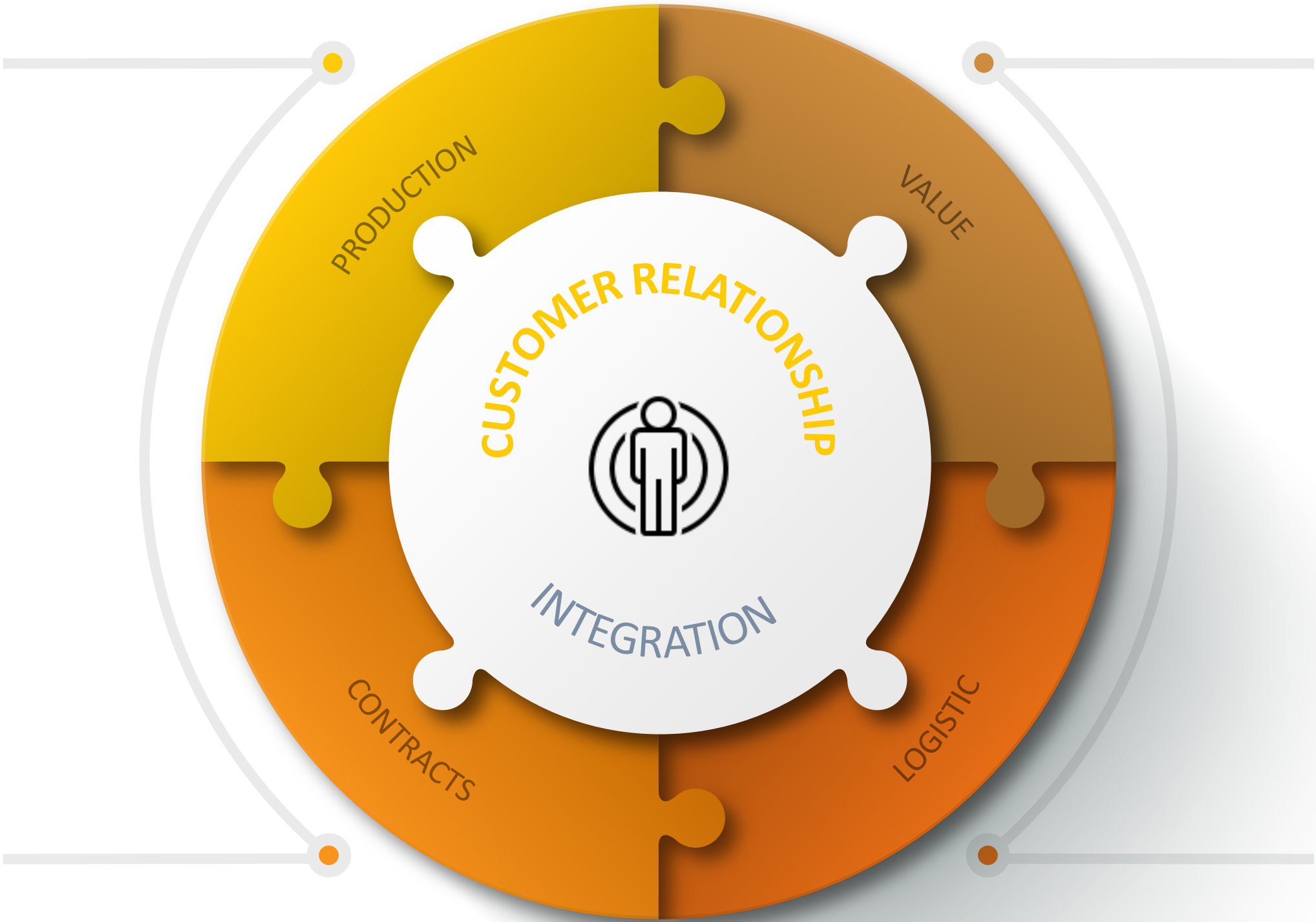
INNOVATION NEW PRODUCTS

Fresh products, derivatives and industrialized, under customer specifications.

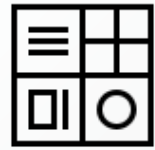


TRAKING MONITORING

5th Logistics Platform. All processes in a single logistics chain, under an open, distributed and intelligent system. Bigdata technology, artificial intelligence and blockchain.



Key resources



A

AGROLOGISTIC HUB | INFRASTRUCTURE

Industrial park of 21 hectares, where the activities of consolidation and distribution of cargo, storage, maneuvering yards, fiscal precincts, customs, certification, health and safety, as well as refrigerated and pre-cooled packaging and chambers will be concentrated.



B

AGRIBUSINESS CENTER | INFRASTRUCTURE

Industrial park of 8 hectares, where the industry of design and transformation of agricultural products such as packaging, dehydrated, oils, flour, sausages, including spaces for companies of agricultural and livestock supplies, as well as centers of innovation, biofactories, training, certification will be concentrated, areas for government. regulatory improvement, procedures, among others.



C

AGRONOMIC CORRIDOR | INFRASTRUCTURE

Industrial park of 8 hectares, where the industry of design and transformation of agricultural products such as packers, dehydrated, oils, flours, sausages, among others, will be concentrated.

Key activities

FARMERS

AGREEMENTS AND CONTRACTS

Supply agreements with long-term producers and fixed price for the total production.



PROVIDER DEVELOPMENT

TRAINING AND CERTIFICATION

Supplier development program for producers of all sizes.



BUYERS

CONTRACTS

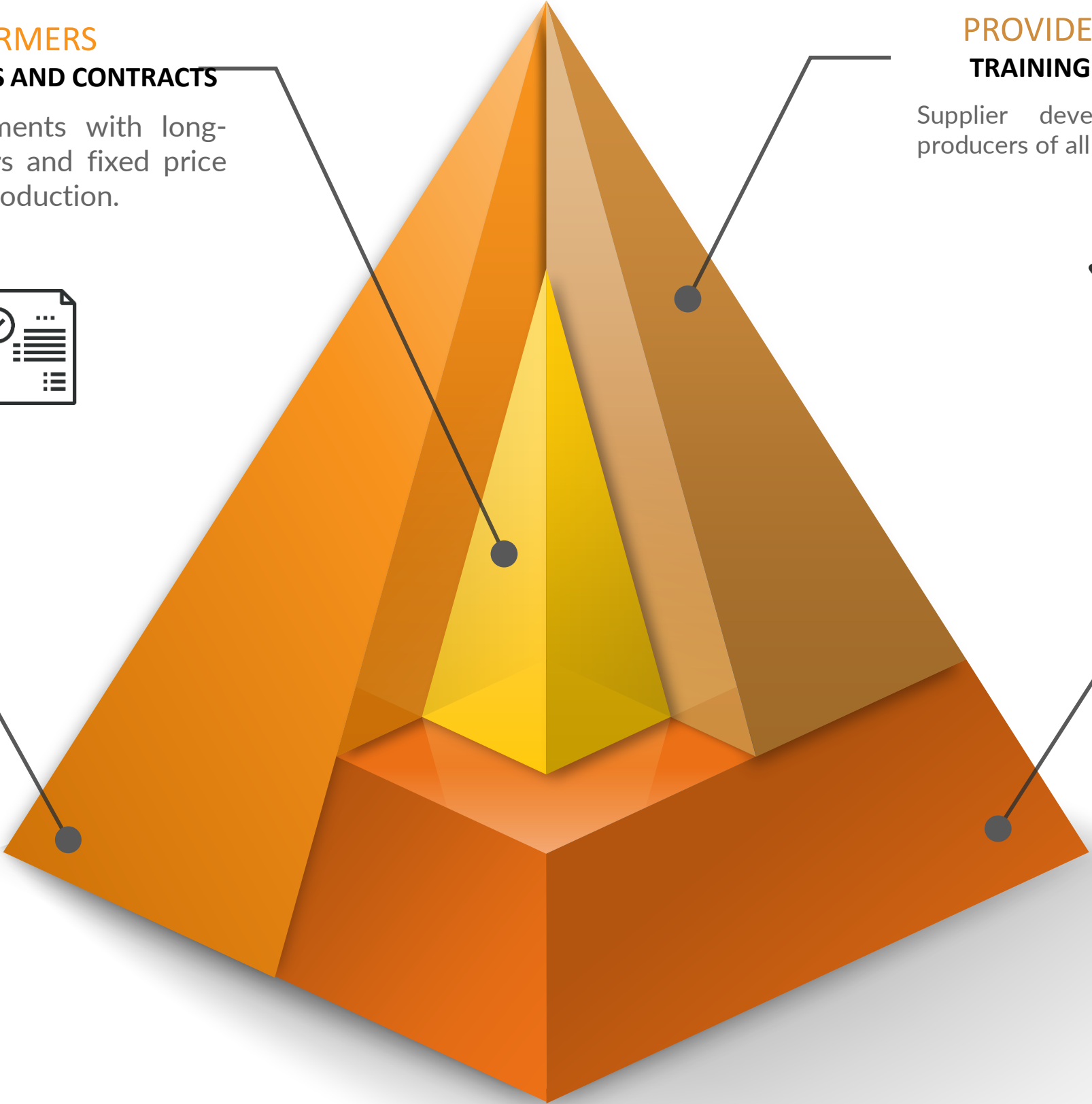
Long-term purchase contracts with large and specific volumes, with a wide variety of products and derivatives.



DEPLOYMENT

TECHNOLOGY

Technological development and innovation for the integration of the agrological supply chain.



Key partners

GOVERNMENT STATE OF COLIMA

Facilitates the regulatory processes with the federal government and interlocutor the local congress and manager with the municipal governments. Guarantor of compliance with laws and regulations.

INDUSTRIAL COUNCIL COLIMA AGRICULTURAL COUNCIL

Excellent interlocutor with state and federal authorities and with small producers as well as with the large companies in the region. Composed of 32 Associations that include producer associations, state boards of products and product systems.

CLUSTER OF TECHNOLOGIES ICT COLIMA CLUSTER

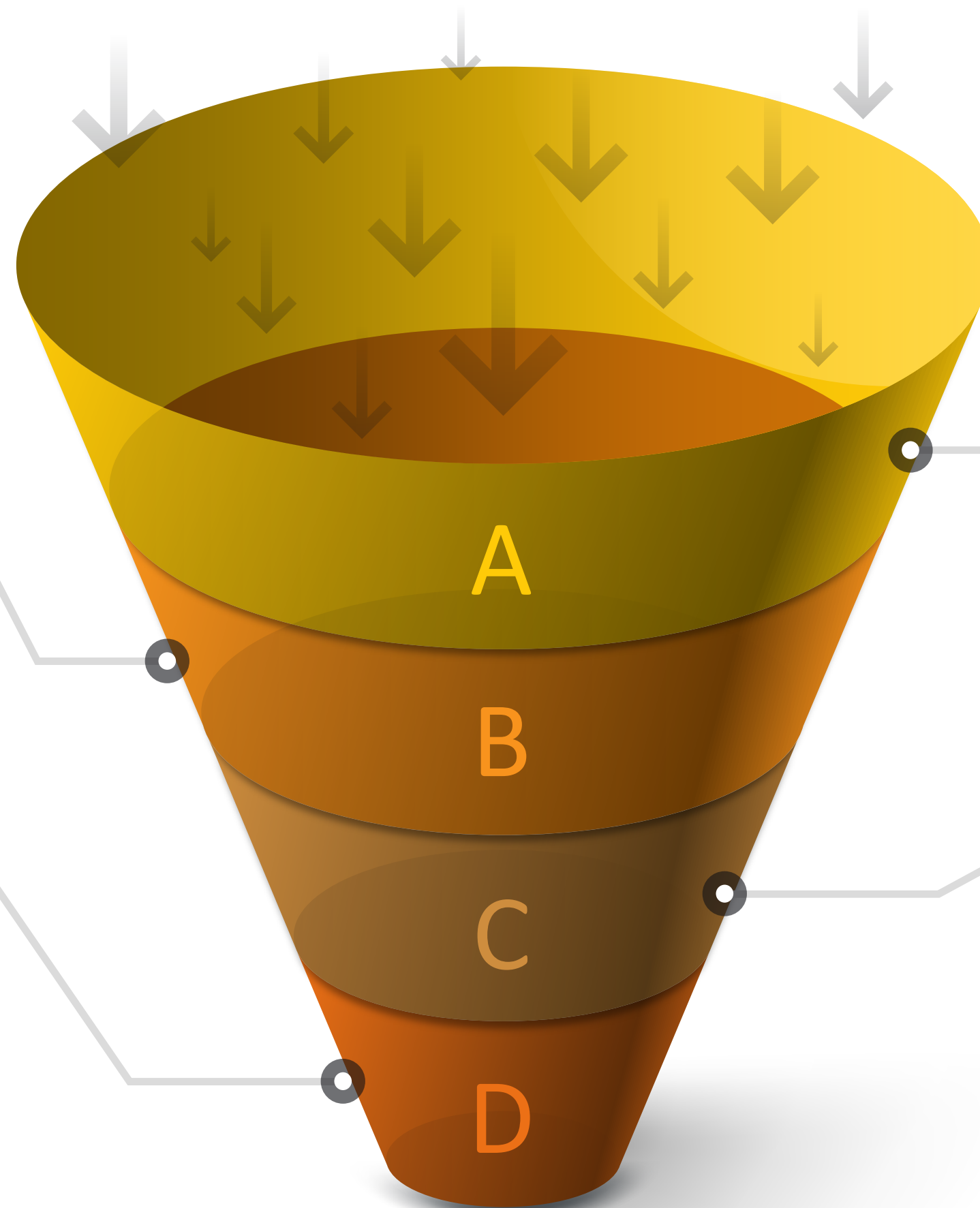
Leader of the technological ecosystem of the region. Agile interlocutor with management capacity and facilitator of communication with the national innovation ecosystem: Technology Transfer Offices, Research Center and Industrial Innovation Centers. It has a European certification and recognition from the federal government as an intermediary cluster.



ACADEMY UNIVERSITY OF COLIMA

Máxima casa de estudios del Estado de Colima con alta vinculación con los sectores productivos de la región. Cuenta con programas de estudios certificados que atienden las necesidades de formación profesional de las industrias locales.

Main income



FARM PRODUCTS FRESH

Sale of lemon, banana, mango, coconut, papaya, among 28 other products.



RENT SPACES

Rent of industrial and commercial spaces, as well as by use of infrastructure, equipment and technology.



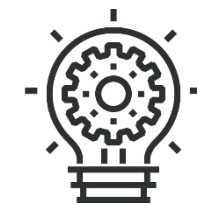
DERIVATIVES PROCESSED

Marmalades, oils, pigments, preserves, concentrates, juices, vitamins and food supplements, enzymes, among others.

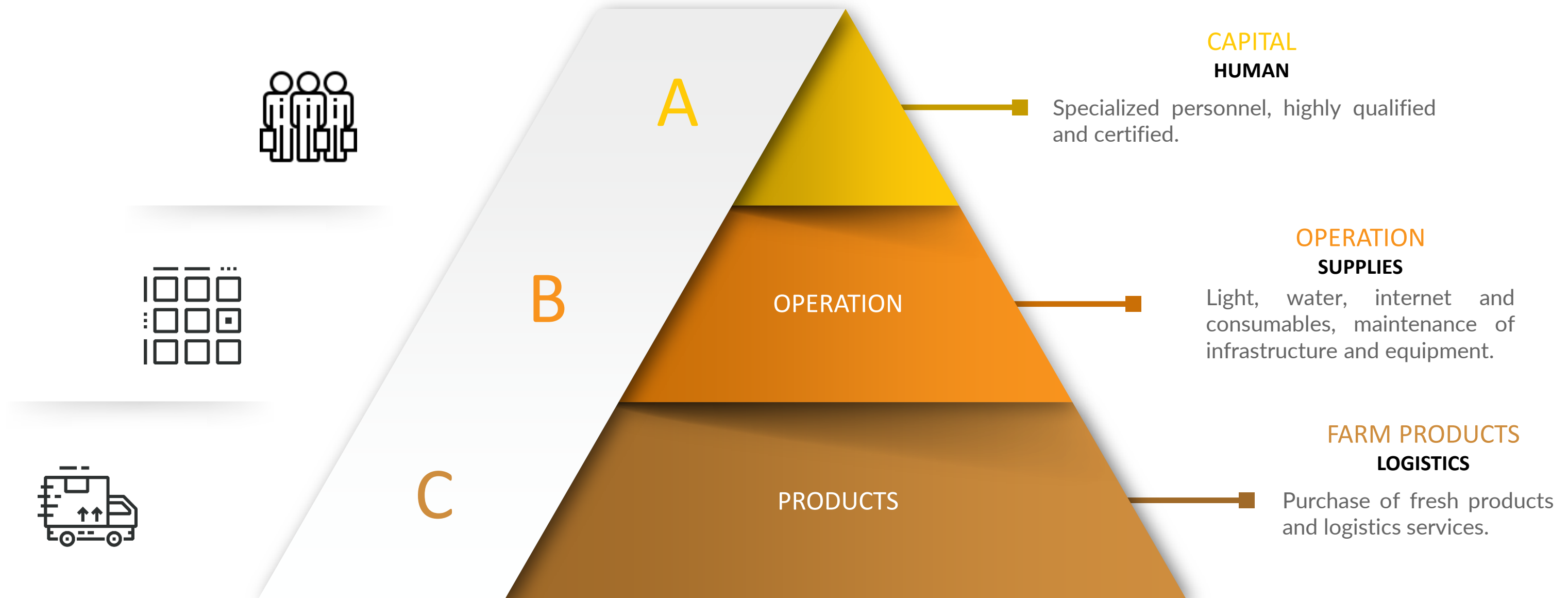


INNOVATION TRANSFER

Use of patents, transfer of new knowledge and technological border and patents.



Costos principales



Resumen de inversión

INVESTMENT

USD \$85,000,000

Adding the development of Agroparque: urbanization, infrastructure, equipment, technology and supplier development.



CURRENT MARKET VALUE

USD \$226,665,000

Current export market value of fresh lemon, mango, coconut and banana products.



INCOME

FRESH

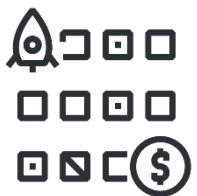
The commercialization of fresh products is the basis of income



STAGES

PROJECT DEVELOPMENT

Urbanization: 18 months.
Construction and equipment: 12 months. Total 30 months.



PERMANENCE

10 YEARS

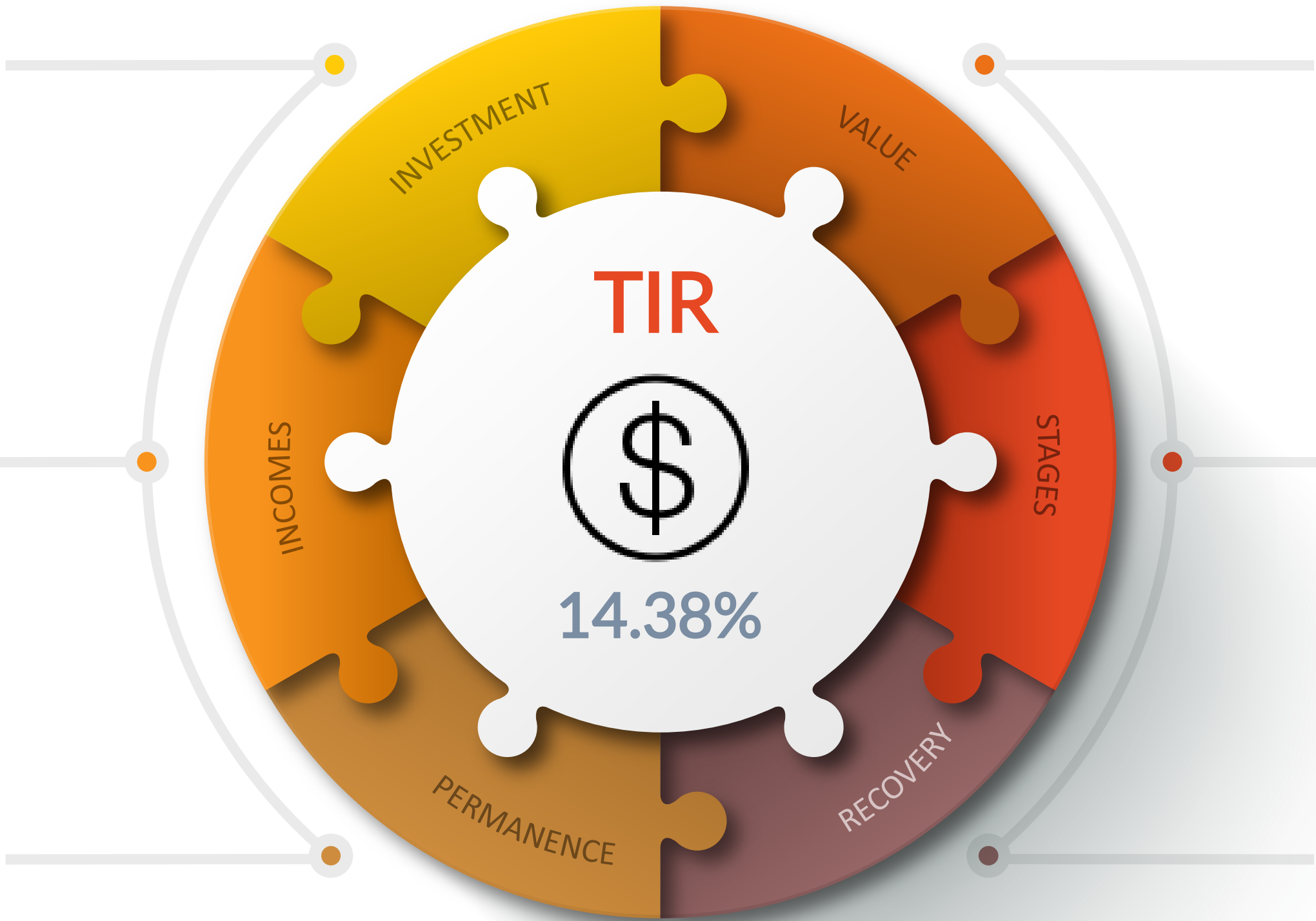
The time of permanence in the project: 10 years counted from the start of operations of the Logistic Hub Agrifood.



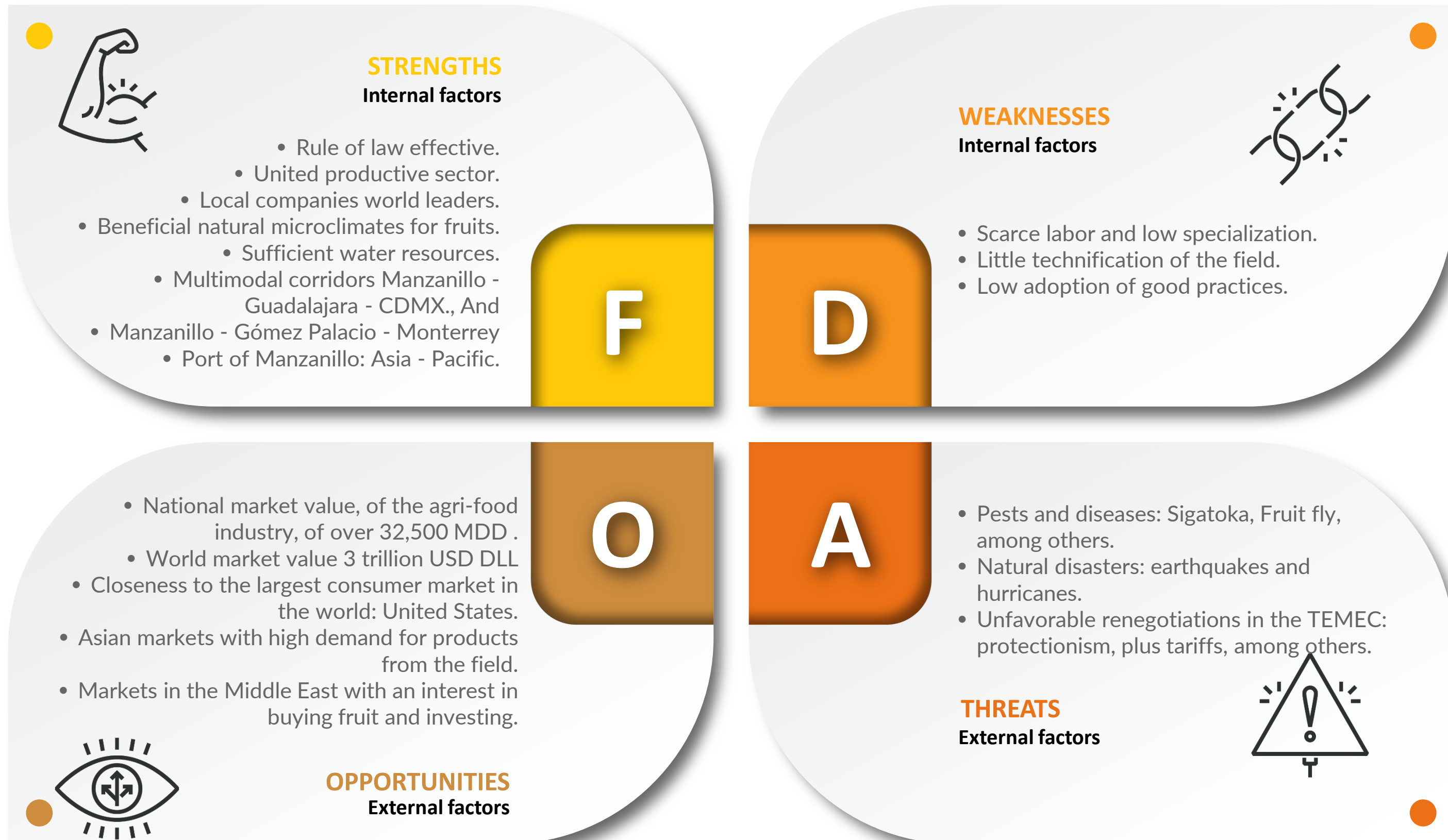
INVESTMENT RETURN

6 YEARS

The time of recovery of the investment is achieved by year 6, counted from the time the investment is made (0 year).



SOWT



Megatrends

POPULATION

The world population will reach 10bn in 2050. Increased demand for food.

URBANIZATION

50% of the world population lives in urban areas.

AGRICULTURAL TECHNOLOGY

Precision agriculture increases yields and reduces costs.

SOCIAL CHANGES

The need for nutrient-intensive food products and vitamins increases.

CLIMATE CHANGE

Changing climatic conditions affect soil quality and crop yield.

GLOBAL COMMERCE

Decentralization of the processes of the agri-food chain.

BIOTECHNOLOGY

Biofabrications for the improvement of crops and their varieties.

INTEGRATED VALUE CHAIN

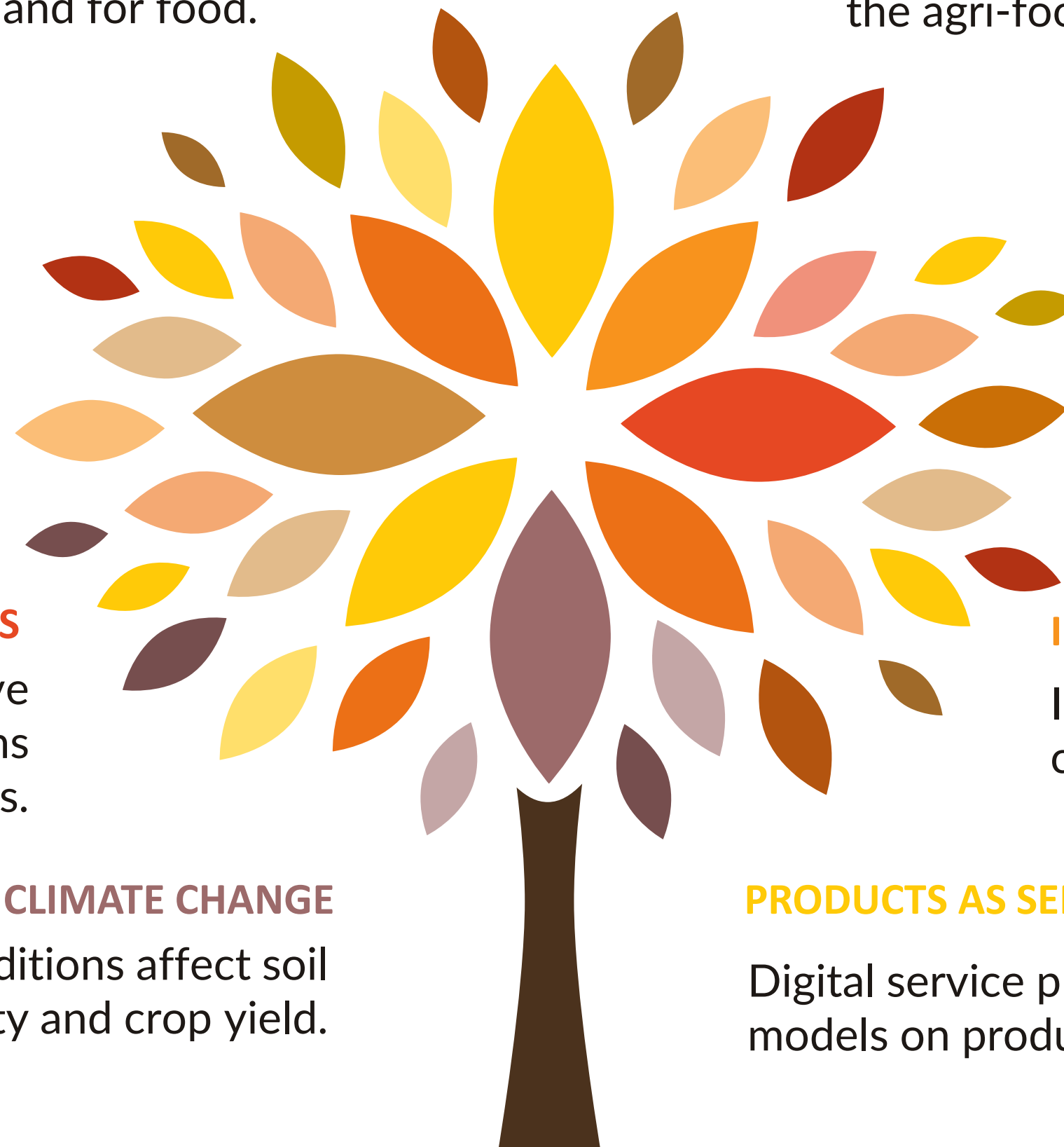
Greater integration of the supply chain.

INTERNATIONAL REGULATIONS

Increase in free market treaties and commercial protocols.

PRODUCTS AS SERVICE

Digital service platforms diversify business models on products.





Agroparque Logístico Colima

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