

Puerto Rico, February 2021

To whom it may concern:

Conspro Corp. is a dynamic and innovative, and environmentally responsible construction products wholesaler established in Caguas, Puerto Rico, since the year 2000. We sell, distribute, and market specialized concrete construction products, such as construction chemicals, adhesives, sealers, waterproofing systems, and specialized concrete coating systems, to the hardware and construction industry both in Puerto Rico and the Caribbean.

Between February 2020 and February 2021, Conspro Corp. developed, in conjunction with London Consulting Group, the "Progression" improvement Project. This Project developed initiatives focused on productivity and optimizing the processes in the company commercial area. Some of the favorable results we've obtained due to the initiatives implemented were:

Hardware stores division

- **39%** increase on hardware stores sales.
- **670K usd** of cross selling sales in hardware stores during the project.
- **46%** reduction on discounts given outside company policy.
- Increase of **60%** in new hardware stores prospecting.
- **11%** increase on hardware stores sales due sales routes restructuring.
- Design and construction of app and dashboard to manage clients and visits for hardware store sales reps.

Contractor sales division

- **16%** increase on contractor sales.
- Increase of **76%** in prospecting for new contractors.
- **22%** improvement of the active quotes follow-up for contractor projects.
- Design and construction of an app and dashboard to manage clients and quotes for the contractor sales area.

In addition to the results mentioned above, the "Progression" project contributed to the creation of a new results driven culture, boosting the digital transformation of the commercial area, through the incorporation of new technological solutions that provided tools for analysis, planning, and execution, which helped established new processes and strengthen existing ones.

The project was successfully concluded within the agreed timeframe, generating an annualized forecasted return on investment of **5.1 to 1**, surpassing our initial estimates. This was achieved due the professional work carried out by both Conspro Corp. personnel and London Consulting Groups team.

The way change was managed, the training process, the dedication displayed by the members of the London team, as well as, the methodology and the way it was applied throughout the different phases of the project, were key to achieving both qualitative and quantitative results.

We are happy to recommend London Consulting Group as a professional and committed firm which positively impacts organizations work culture through the implementation of practical solutions, as well as through their leadership and commitment towards capitalizing on tangible results in the short term.

Sincerely,


Juan Carlos Sabat

President