

CERTIFICATION

Ingenio Sucroalcoholero Aguai S.A. is located 120 km north of the city of Santa Cruz de la Sierra, Bolivia. It's one of the largest private investments in this country, with a capacity to process two million tons of cane per year, with advanced technology, such as diffuser, carbonation and triple filtration which allows the production of sugar without sulfur and have better industrial efficiency.

During the period from October 2015 to September 2016 and accompanied by London Consulting Group, we have developed the operational improvement project focusing on enhancing a culture of measurement and focus on results through the optimization of processes in the areas of **Industrial Plant Maintenance, Industrial Plant Processes Control, Administrative Process in the Agricultural Department, Customer Service Sales Department, Supply and Logistics**, in addition to strengthen **Management Skills Development** for key personnel in those areas.

During the above mentioned project, London assigned a team of consultants who worked in conjunction with our personnel and took the necessary measures to achieve the project's results. Among the most relevant outcomes were the following:

Maintenance:

- Increase of the availability of sugarcane grinding of the Industrial Plant by **7.6%**.
- Increase of the mean time between failures by **15%** and decrease of the mean time to repair by **52%**.
- **5,656** maintenance activities were planned to follow up the pre-harvest maintenance that were divided into preventive maintenance, processes improvement, new projects and investment.

Industrial Plant Processes Control:

- Increase of the juice extraction in the diffuser by **1.35%**.
- **194** control parameters were defined for the whole productive process.
- **75** hours of training for supervisors on control parameters were performed.

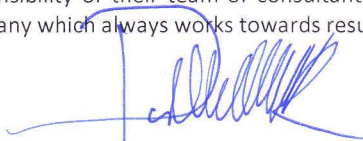
Supply and Logistics:

- Increase by **8%** discount of price value by negotiation the unit price of purchases 2015 Vs 2016.
- Reduced the material warehouse inventory by **18.4%**.
- Reorganize the **3,600 Mt2** material warehouse.

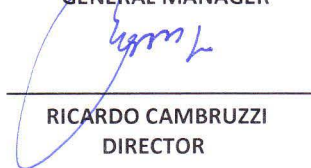
Management Skills Development:

- **816** hours of training seminars in the management skills development to achieve business objectives.
- **41** hours of coaching for the key personnel, strengthening the topics covered in the training sessions.
- Increase by **16%** in the survey of management values.

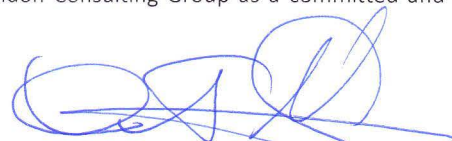
By the end of august 2016, the financial benefits obtained from the different initiatives implemented represents a return on investment of **1.66 to 1**, with a projection over the first year of **4.5 to 1**. Based on the aforementioned and the dedication and responsibility of their team of consultants, we highly recommend London Consulting Group as a committed and professional company which always works towards results.



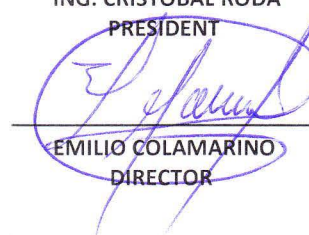
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DIRECTOR



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PRESIDENT



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