

Lima, Perú, November 8th, 2012

To whom it may concern:

We hereby would like to congratulate the **LONDON CONSULTING GROUP** team for their valuable collaboration in the development of the project named "**SUMA-T**" which was carried out in conjunction with the **PECSA's** personnel within the company's following areas: Purchasing, Sales, Operations, Service Stations and Projects.

Following the methodology provided by **LONDON**, tools were designed to help the process managers, such as:

- Tools for Planning and Negotiation with suppliers
- Standard Schedule and Monitoring Tools for Project Status
- Route Sheets and Typical Weeks for Commercial Advisors
- Automatic Inventory Replenishment Tool for Markets
- ABC of causes of Deadfreight and Returns
- Automatic Dashboards with Key Productivity Indicators

Through the implementation of the new procedures and tools, some of the quantitative improvements of the Project are:

- **2.9 %** improvement in the Unitary Cost of Purchasing
- **3.5 %** improvement in the Unitary Cost of Project Purchasing
- **14.9 %** improvement in the number of Days of Standard Schedule for Projects
- **0.65 %** improvement in Sales Volume
- **8.13 %** improvement in Lost Sales for Markets

The process managers have adopted **LONDON's** methodology and are committed to the new work systems, generating a change in daily operations and ensuring active participation of the responsible employees in order to achieve better benefits for the company.

With the results observed to date we have projected an annual financial return on investment of **3.5 to 1**.

We reiterate our satisfaction with the work performed and we are grateful for the effort and dedication showed to the project by the team of consultants.

Sincerely,



Dante Conetta
General Manager