

March 2015. Medellín, Colombia

To whom it may concern,

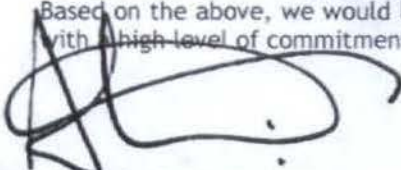
PREMEX is a technology based company that has been engaged in the development, manufacture and marketing of nutrition ingredients for 35 years.

From July 2014 to February 2015 we developed the *improvement project called "ORION"* along with London Consulting Group, with the purpose of helping us with the cultural transformation focused on the strengthening of our competencies and the optimization of our processes as we sought the standardization and systematic repetition of results in an efficient and effective manner. This is how we redesigned and implemented new work systems with the following benefits:

- **COMMERCIAL MODULE**
 - A 27% average reduction of the commercial portfolio in arrears.
 - Implementation of operational improvement initiatives (nucleus profitability) with annual benefits valued at 406 thousand USD.
 - Increase in compliance with Sales and Gross Margin over 100% during the last 3 months.
- **PLANNING AND PROGRAMMING MODULE**
 - Optimization of the "Dip Consolidation" process, routinely achieving 100% of the consolidations.
 - A 60% reduction in Urgent Orders at the Apolo Plant.
 - An 80% reduction in Urgent Orders at the Bogota Plant.
- **NEGOTIATION MODULE**
 - Generation of 966 thousand USD in annual savings from negotiations of raw materials.
- **FLOOR CONTROL MODULE**
 - A 10% reduction in Production Cost/KG* at the *APOLO Plant*, and 21% reduction at the *ADIQUIM Plant*.
 - A 45% increase in KG produced/Man Hour* at the *APOLO Plant*, and 16% increase at the *ADIQUIM Plant*.
 - A 23% reduction in Cost of Labor/KG produced at the *APOLO Plant*, and 8% reduction at the *ADIQUIM Plant*.
- **LOGISTICS MODULE**
 - A 13% reduction in Freight Cost/KG dispatched at the *APOLO Plant*, and 20% reduction at the *ADIQUIM Plant*.
 - A 72% reduction in returns at the *APOLO Plant*.
- **EXPENSE RATIONALIZATION MODULE**
 - Reduction of expenses and costs of non-negotiable accounts with an annual value of 482 thousand USD.
- **PROFILE ALIGNMENT MODULE**
 - Definition of the Corporate competencies by position, and identification of gaps between real and ideal profiles.
 - Creation of individual work plans (GROW Plans) oriented towards the reduction of gaps.

After successfully completing the project we achieved a **return on investment (ROI) of 2.3:1** and a **projection after 12 months of 6.1:1**. In addition to the economic benefits, we achieved a positive change in the interaction within the areas which leaves us with a solid foundation to achieve the Productivity and Service goals in the medium and long term.

Based on the above, we would like to recommend London Consulting Group as a professional company with a high level of commitment to results.



Alejandro Mesa
President
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