



**Organic Limes**

**SOUTHWEST ANTIOQUIA**





*"Investments in **agriculture** are the best weapons against hunger and poverty"*

**-BILL GATES**

**Vallata**





# WE ARE

THE BEST PARTNERS FOR  
CITRICULTURE

- ✔ Farmers and ranchers for more than **7 generations.**
- ✔ Pioneers in **organic citrus** farming in Colombia
  - Persian Lime (Partners in development of 300 Ha)
- ✔ Pioneers in **exports of sweet citrus and persian lime** from Colombia
  - EU
  - USA
  - Poland

## Vallata



# OUR ACHIEVEMENTS



## Organic agriculture

We managed to establish the first organic orchard of sweet citrus in Colombia.



## Exports

First exporters of Organic Citrus Fruits to Europe from Colombia

**Ranked Top 3 in organic lime exports from Colombia.**



## Technology

We have managed to configure an ERP for the needs of agro-industrial businesses.



# OUR ACHIEVEMENTS



## Strategic Partnerships

We are strategic partners of Organics and Wonderful Citrus Colombia.



## Growth & Expansion

We expanded our planted trees from 20,000 to 60,000 and aim to reach 120,000 by the end of 2025.



## Sustainability & Certification

We are committed to sustainable agriculture, holding organic certifications



# TECHNIQUE AND TECHNOLOGY

GOOD PRICE-QUALITY RELATIONSHIP, GOOD FEELING FOR MONEY

## ORGANIC AGRICULTURE

We have learned in the last 10 years to grow organic citrus fruits in the Southwest Antioquia region.



## COMMERCIAL CHANNELS

We work with the most retailers in Colombia, marketers and international producers



## CERTIFICATIONS

We have a team specialized in the certification of agricultural and packing operations: **ICA, Global gap, GRASP, Organic, SMETA**

## REGION

The southwest of Antioquia is the largest Citrus region in Colombia.

- 5,000 hectares of Valencia oranges
- 1,200 Persian lime
- 600 tangerine

# LIMES

WE ARE SUPPLIERS OF EXCELLENT HEALTH FOOD

## Fresh and Organic:

Make your food your best medicine

- Colombia is becoming an interesting player in the fresh fruit market
- Avocado exports have grown from USD **10 million** in 2015 to **200+ million** in 2022
- Export-oriented project.
- Stable and favorable political situation.
- Attractive agro-industrial potential and income tax subsidy.
- Strategic maritime routes.

Vallata





# VISION

## INTEGRATION ACROSS THE ENTIRE VALUE CHAIN

Through productive alliance models. We participate in the process of genetics, cultivation, marketing and export of the fruit.



### Genetics

Nursery development to  
guarantee fruit quality



### Production

Establishment of own crops 300  
hectares on own or rented land



### Productive alliance

Development of a productive alliance for  
the transformation and commercialization  
of existing citrus crops in the area



# OUR CERTIFICATIONS



# SUSTAINABILITY

## SUSTAINABLE DEVELOPMENT GOALS



GOING FORWARD:





# IMPACT



**Job Creation:** Vallata currently employs 135 workers, **including 21 women**, promoting inclusion in the agricultural sector.



**Agricultural Expansion:** 343 hectares cultivated across various municipalities in Antioquia.



**Investment in Agriculture:** 20,000 owned trees, 44,000 rented trees, and 60,000 trees in growth phase, strengthening production and sustainability.



**Growth and Continuity:** Some farms are already in production, while others are in the establishment phase, ensuring long-term development.



**Mixed Land Tenure Model:** A combination of owned and leased lands with renewable contracts, ensuring stability and future growth.



# OUR GROUP



Long-term production cost advantage



Local team with business experience, access to land and capital



Long-term growth potential



500+ hectares of lime under operation

## Our location

- Farmland suitable for limes.
- Optimal light and soil: low early CAPEX.
- Export-oriented project.
- Stable and favorable political situation.
- Attractive agro-industrial potential and income tax subsidy.
- Strategic maritime routes.

## LA PINTADA ANTIOQUIA-COLOMBIA



#3

Colombia is the #3 economy in Latin America



# VERTICAL INTEGRATION



## Nursery

We produce our own seedlings to ensure good root development, good genetics and the best trees for our crop.

## Orchard

We grow and operate all our crops with chemical-free organic management, thus guaranteeing our customers an exceptional product

## Harvesting and Grading

Since we plant our trees, they take between 18 and 24 months to bear the first fruits.

## Sales

We have been selling fruit since mid-2012, working with the most important supermarkets in Colombia.

## Transformation

Once we reach the required volumes, a citrus processing plant will be established, this process will be integrated in the future for the realization of by-products.

**CONTROLLING FROM THE FIELD TO THE TABLE, GUARANTEEING THE QUALITY AND TRACEABILITY OF OUR LIMES**



# OUR HISTORY

## 12 YEARS OF LOVE FOR THE COUNTRYSIDE

More than 12 years ago we started with the dream of changing the vocation of our lands. This is how Vallata was born, a company that seeks to generate employment by changing the traditional use of family land to the cultivation of citrus fruits. In **2009** we started planting Valencia orange and in **2017** with the addition of more partners we started planting Tahiti lime.

Today we have more than 43,000 trees in production and 45,000 in establishment.

# Vallata





# ALLIANCES

OUR ALLIES AND CUSTOMERS



# **LIME MARKET IN THE UNITED STATES**



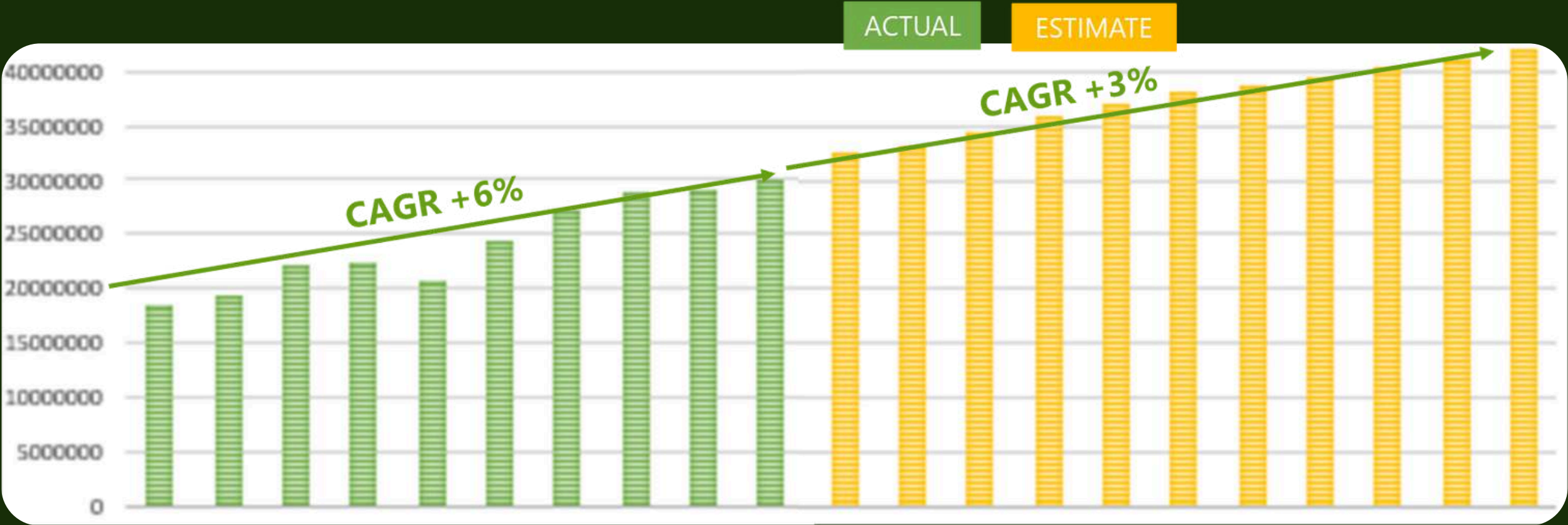


**THE LONG-TERM PLAN ASSUMES THAT THE UNITED STATES WILL IMPORT 42 MILLION BOXES OF PERSIAN LIMES BY 2030 (UP FROM 33 MILLION TODAY), WITH THE GROWTH RATE SLOWING FROM CAGR 6% TO 3%**

Lime imports to the U.S. reached 33 million cartons during CY 2020, 6% CAGR between 2015 and 2020.

The projection assumes a CAGR of 3% from 2021 to 2030, which will bring total imports to 42 million cartons

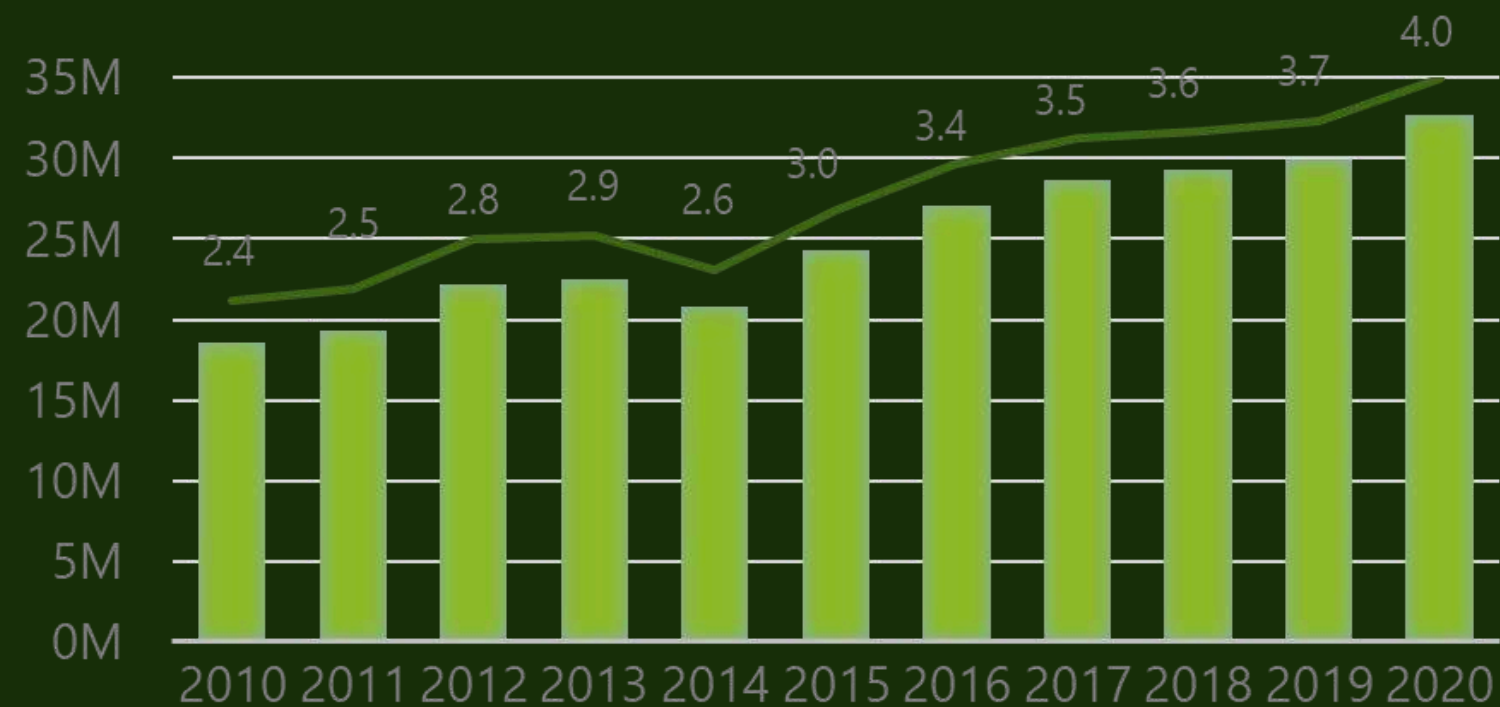
**Lime imports into the US.USA**  
**Actual vs. Forecastl Volume of 40# carton boxes**



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030  
Source: USDA AMS Market News Movement Report

- Growth drivers
- Momentum
- Category
- Population growth
- Per capita consumption

PER CAPITA LIME AVAILABILITY IS CATCHING UP WITH LEMONS, BUT STILL HAS ROOM TO GROW, WHEN COMBINED WITH EXPECTED POPULATION GROWTH, TRANSLATING INTO A 44 MILLION CARTON MARK BY 2030.



Disponibilidad per cápita (lbs)  
Suministro total (cajas)

Disponibilidad per cápita (lbs)  
Suministro total (cajas)

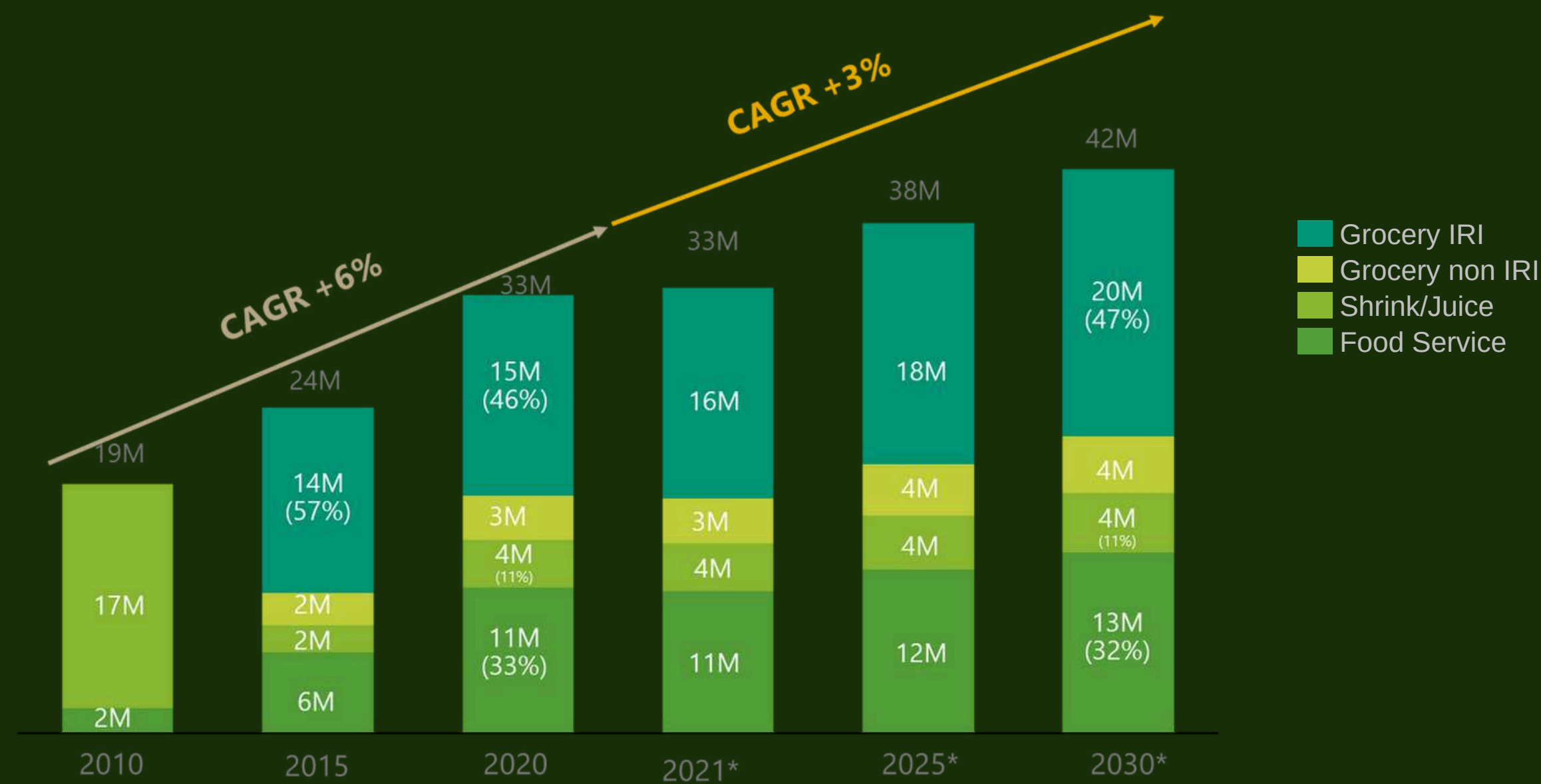


Expected population by 2030: 355M  
x Availability per capita: 4.9 lbs  
Total equivalent cases by 2030: 44M

Source:  
Lemon and lime per capita: USDA FoodAvailability Data SystemPopulationby 2030: US Census Bureau



IT IS REASONABLE TO THINK THAT THE UNITED STATES WILL CONSUME 42 MILLION CASES OF LIME BY 2030 WHEN CONSIDERING THE DEMONSTRATED CAGR (10 YEARS), PER CAPITA CONSUMPTION AND POPULATION GROWTH; OF THAT VOLUME, 45% SHOULD BE SOLD THROUGH GROCERY STORES AND THE REMAINDER THROUGH FOODSERVICE OUTLETS.



**Lime imports into the US.USA**  
**Actual vs. Forecastl Volume of 40# carton boxes**





# **BUSINESS: CONSOLIDATION OPERATIONS 2022**



# BUSINESS

- Big players like Wonderful Citrus ([Wonderful Citrus](#)) and DOLE/Total Produce ([Total Produce | One of the World's Largest Fresh Produce Providers](#)) and REWE ([Fruit and vegetables at the REWE Group: "Establishing sustainable supply chains with producers" - REWE Group \(rewe-group.com\)](#))) are there. looking for stability of fruit supply that meets volumes and quantities all year round.
- They have approached us looking for supplies, renting properties to supply their contracts.
- The project is to consolidate existing operations where Vallata is a partner or neighbor and consolidate an export offer to supply these customers. Taking advantage of the high prices all year round in the European market for organic fruit with DOLE and REWE and the windows in the American market with Wonderful.







# INVESTMENT SUMMARY LEASE



# Montenegro

**Tenure: Lease**



**Location:** Dabeiba, Antioquia



**Trees planted:** 4,831



**Cultivated area:** 17 Ha

**Density:** 284 Trees/Ha



**Crop age:** 8 years



**Start of operations:** 1/12/24

**Production start date:** 30/5/25

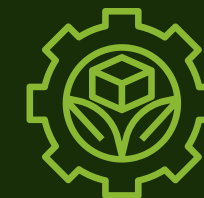


**Lease term:** 6 years renewable



**Full Time employees:** 3

**Harvest employees:** 5



**Expected production:**

- **Jun/2025 - Jun/2026:** 338 tons
- **Jun/2026 - Jun/2027:** 435 tons



**Reserve and protection areas:** 3 Ha

# Montenegro



## Materials

Soil Fertilization: €12,700

Foliar Fertilization & Phytosanitary: €12,440

Pruning: €560

Miscellaneous: €1,670

**Total inputs: €27,370**



## Tools & Equipment

Brush cutters and tools: €2,300

Backpack sprayers, hand tools, PPE, etc: €1,150

**Total tools and equipment: €3,450**



## Labor

Labor Soil Fertilization: €1,380

Labor Foliar Fertilization: €6,160

Labor Weed Control: €2,220

Labor Pruning: €2,890

**Total labor: €12,650**



## Other

Transport: €6,900

Fumiduct: €9,770

Irrigation system: €39,080

**Total other costs: €55,750**

**Total Montenegro: €99,220**



# Montenegro





# Las Palmeras

**Tenure: Lease**



**Location:** Santa Barbara, Antioquia



**Trees planted:** 1,791



**Cultivated area:** 8 Ha

**Density:** 250 Trees/Ha



**Crop age:** 5 years



**Start of operations:** 1/12/24

**Production start date:** 30/5/25

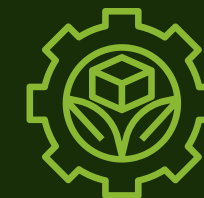


**Lease term:** 6 years renewable



**Full Time employees:** 2

**Harvest employees:** 2



**Expected production:**

- **Jun/2025 - Jun/2026:** 125 tons
- **Jun/2026 - Jun/2027:** 161 tons



**Reserve and protection areas:** 1 Ha



# Las Palmeras



## Materials

Soil Fertilization: €4,710

Foliar Fertilization & Phytosanitary: €4,610

Pruning: €210

Miscellaneous: €620

**Total inputs: €10,150**



## Tools & Equipment

Brush cutters and tools: €920

Backpack sprayers, hand tools, PPE, etc: €460

**Total tools and equipment: €1,380**



## Labor

Labor Soil Fertilization: €510

Labor Foliar Fertilization: €2,290

Labor Weed Control: €820

Labor Pruning: €1,070

**Total labor: €4,690**



## Other

Transport: €3,450

Fumiduct: €4,600

Irrigation system: €18,390

**Total other costs: €26,440**

**Total Las Palmeras: €42,660**



# Las Palmeras





# Balcanes

**Tenure: Lease**



**Location:** Betulia, Antioquia



**Trees planted:** 2,000



**Cultivated area:** 15 Ha

**Density:** 233 Trees/Ha



**Crop age:** 5 years



**Start of operations:** 1/12/24

**Production start date:** 30/5/25

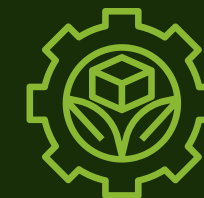


**Lease term:** 6 years renewable



**Full Time employees:** 2

**Harvest employees:** 0



**Expected production:**

- **Jun/2025 - Jun/2026:** 56 tons
- **Jun/2026 - Jun/2027:** 72 tons



**Reserve and protection areas:** 1 Ha

# Balcanes



## Materials

Soil Fertilization: €2,100

Foliar Fertilization & Phytosanitary: €2,060

Pruning: €90

Miscellaneous: €280

**Total inputs: €4,530**



## Tools & Equipment

Brush cutters and tools: €920

Backpack sprayers, hand tools, PPE, etc: €230

**Total tools and equipment: €1,150**



## Labor

Labor Soil Fertilization: €230

Labor Foliar Fertilization: €1,020

Labor Weed Control: €370

Labor Pruning: €480

**Total labor: €2,100**



## Other

Transport: €3,450

Fumiduct: €8,620

Irrigation system: €34,480

**Total other costs: €46,550**

**Total Balcanes: €54,330**



# Balcanes





# Llanogrande

**Tenure: Lease**



**Location:** Uramita, Antioquia



**Trees planted:** 11,500



**Cultivated area:** 40 Ha

**Density:** 288 Trees/Ha



**Crop age:** 10 years



**Start of operations:** 20/12/24

**Production start date:** 18/6/25

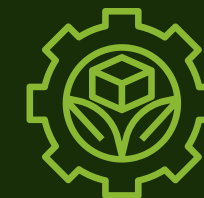


**Lease term:** 6 years renewable



**Full Time employees:** 7

**Harvest employees:** 5



**Expected production:**

- **Jun/2025 - Jun/2026:** 350 tons
- **Jun/2026 - Jun/2027:** 1,035 tons



**Reserve and protection areas:** 5 Ha



# Llanogrande



## Materials

Soil Fertilization: €30,200

Foliar Fertilization & Phytosanitary: €30,000

Pruning: €1,320

Miscellaneous: €3,970

**Total inputs: €65,490**



## Tools & Equipment

Brush cutters and tools: €3,220

Backpack sprayers, hand tools, PPE, etc: €1,610

**Total tools and equipment: €4,830**



## Labor

Labor Soil Fertilization: €3,290

Labor Foliar Fertilization: €14,670

Labor Weed Control: €5,290

Labor Pruning: €6,870

**Total labor: €30,120**



## Other

Transport: €0

Fumiduct: €22,990

Irrigation system: €91,950

**Total other costs: €114,940**

**Total Llanogrande: €215.380**



# Llanogrande





# Pomarosa

**Tenure: Lease**



**Location:** Tarso, Antioquia



**Trees planted:** 4,000



**Cultivated area:** 15 Ha

**Density:** 267 Trees/Ha



**Crop age:** 4 years



**Start of operations:** 3/2/25

**Production start date:** 2/8/25

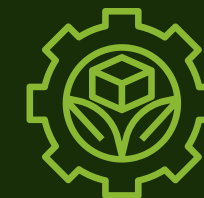


**Lease term:** 5 years renewable



**Full Time employees:** 2

**Harvest employees:** 4



**Expected production:**

- **Jun/2025 - Jun/2026:** 280 tons
- **Jun/2026 - Jun/2027:** 360 tons



**Reserve and protection areas:** 3 Ha



# Pomarosa



## Materials

Soil Fertilization: €10,520

Foliar Fertilization & Phytosanitary: €10,300

Pruning: €460

Miscellaneous: €1,380

**Total inputs: €22,660**



## Tools & Equipment

Brush cutters and tools: €1,840

Backpack sprayers, hand tools, PPE, etc: €1,150

**Total tools and equipment: €2,990**



## Labor

Labor Soil Fertilization: €1,140

Labor Foliar Fertilization: €5,100

Labor Weed Control: €1,840

Labor Pruning: €2,390

**Total labor: €10,470**



## Other

Transport: €0

Fumiduct: €8,620

Irrigation system: €34,480

**Total other costs: €43,100**

**Total Pomarosa: €79,220**



# Pomarosa



Before Vallata



Today



# Turin

**Tenure:** Lease



**Location:** Dabeiba, Antioquia



**Trees planted:** 5,000



**Cultivated area:** 18 Ha

**Density:** 250 Trees/Ha



**Crop age:** 7 years



**Start of operations:** 10/2/25

**Production start date:** 9/8/25

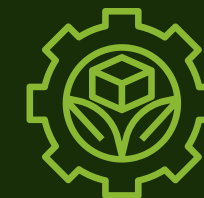


**Lease term:** 5 years renewable



**Full Time employees:** 5

**Harvest employees:** 0



**Expected production:**

- **Jun/2025 - Jun/2026:** 350 tons
- **Jun/2026 - Jun/2027:** 450 tons



**Reserve and protection areas:** 3 Ha



# Turin



## Materials

Soil Fertilization: €13,140

Foliar Fertilization & Phytosanitary: €12,880

Pruning: €575

Miscellaneous: €1,725

**Total inputs: €28,320**



## Tools & Equipment

Brush cutters and tools: €2,300

Backpack sprayers, hand tools, PPE, etc: €1,150

**Total tools and equipment: €3,450**



## Labor

Labor Soil Fertilization: €1,430

Labor Foliar Fertilization: €6,380

Labor Weed Control: €2,300

Labor Pruning: €2,990

**Total labor: €13,100**



## Other

Transport: €0

Fumiduct: €10,345

Irrigation system: €41,380

**Total other costs: €51,725**

**Total Turin: €96,595**



# Turin





# Consolidated Totals (current leases)



**Trees planted:** 29.122



**Cultivated area:** 113 Ha

**Density:** 258 Trees/Ha average



**Expected production:**

- Jun/2025 - Jun/2026: 1.499 tons
- Jun/2026 - Jun/2027: 2.513 tons



**Full Time employees:** 21

**Harvest employees:** 16



**Reserve and protection areas:** 16 Ha

- Montenegro: €99,220
- Las Palmeras: €42,660
- Balcanes: €54,330
- Llanogrande: €215,380
- Pomarosa: €79,220
- Turin: €96,595

**Total Investment: €587,405**





**NEXT STEPS**



# Albania

## Tenure: Next steps


 **Location:** La Virginia, Risaralda

 **Trees planted:** 15,000

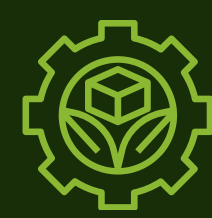
 **Cultivated area:** 50 Ha  
**Density:** 300 Trees/Ha

 **Crop age:** 8 years

 **Start of operations:**  
**Production start date:**

 **Lease term:** 6 years renewable

 **Employees:** 23

 **Expected production:**

- **Jun/2025 - Jun/2026:** 1,050 tons
- **Jun/2026 - Jun/2027:** 1.275 tons



# Albania



## Materials

Soil Fertilization: €39,450

Foliar Fertilization & Phytosanitary: €38,600

Pruning: €1,725

Miscellaneous: €5,175

**Total inputs: €84,950**



## Tools & Equipment

Brush cutters and tools: €3,220

Backpack sprayers, hand tools, PPE, etc: €1,610

**Total tools and equipment: €4,830**



## Labor

Labor Soil Fertilization: €4,230

Labor Foliar Fertilization: €19,140

Labor Weed Control: €6,900

Labor Pruning: €8,870

**Total labor: €39,140**



## Other

Transport: €44,130

Fumiduct: €28,740

Irrigation system: €115,000

**Total other costs: €187,870**

**Total Albania: €316,790**

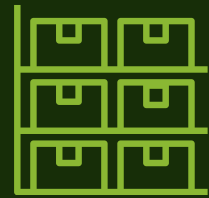




## NEXT STEPS - PACKING HOUSE



# Packing House



## Packing & Storage capacity

**Processing:** 10 tonnes per day.

**Cold Storage:** 50 tonnes, with fully packed and palletized fruit.



## Certifications and quality

**Certifications:** Organic and GlobalG.A.P, ensuring sustainable processes and full traceability.

**Current Product:** Tahiti acid lime, with plans to expand to avocado and mango.

**Added Value:** Better pricing and stability for farmers, backed by an annual purchasing program.



## Packing process efficiency

**Current (4kg box):** 1 to 1.5 tonnes per hour.

**Potential (4kg box):** 2 to 2.5 tonnes per hour, once fruit yields improve.

**Estimated (17kg box):** 2.5 to 3 tonnes per hour.



## Employees

**Full Time:** 4

**Harvest employees:** 27

**Maximum Capacity Full Time:** 8

**Maximum Capacity Harvest employees:** 45



# Current Lease + New Investment



**Trees planted:** 44.122



**Reserve and protection areas:** 26 Ha



**Cultivated area:** 153 Ha



**Expected production:**

- Jun/2025 - Jun/2026: 2.549 tons
- Jun/2026 - Jun/2027: 3.788 tons

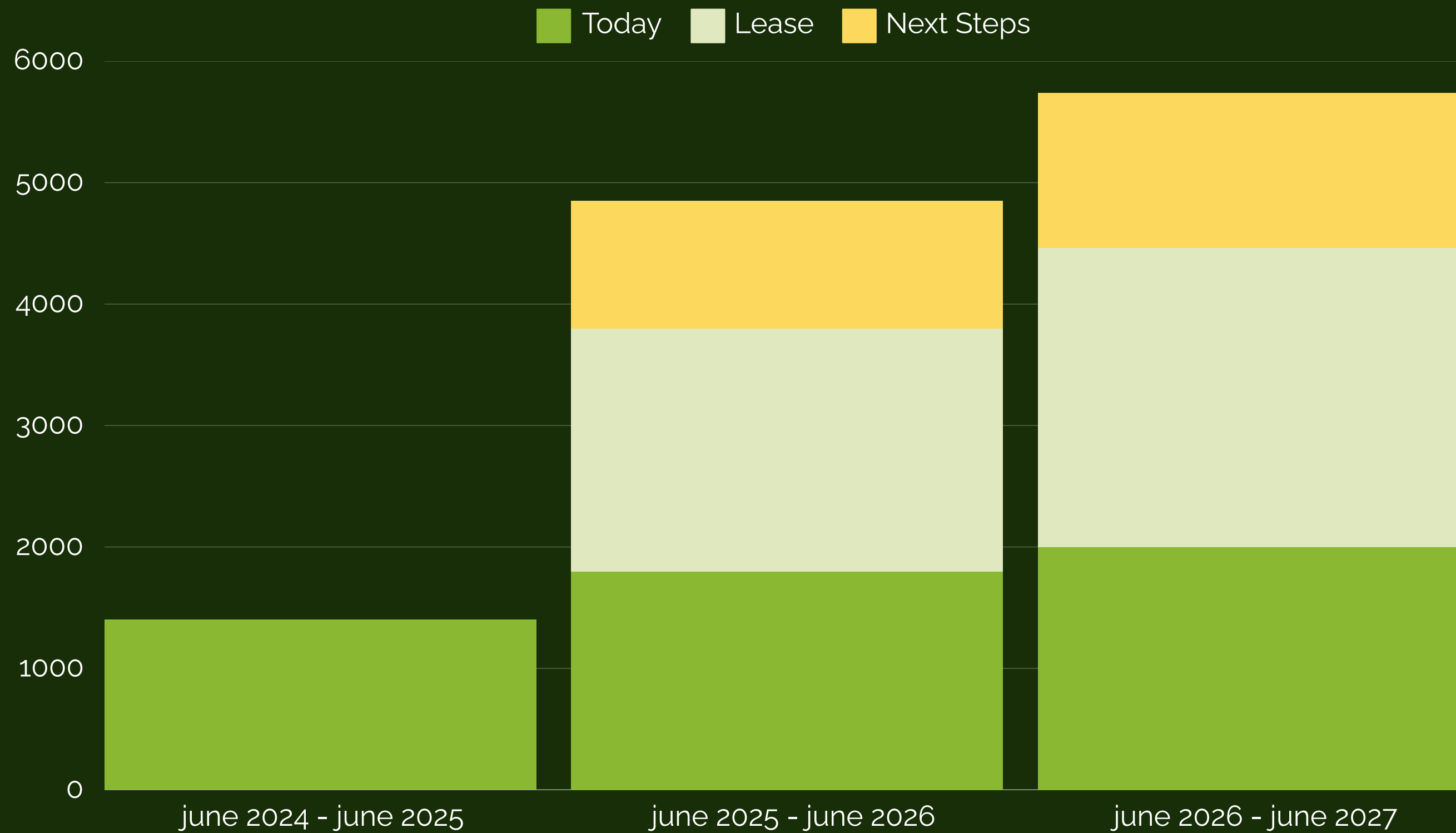


**New Employees: 113**





# Tonnes





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**Vallata**



