# Sustainability Report 2018/19 Executive Summary



Innovation in agricultural products



One of the most notable milestones of the period was putting a power plant into operation by using peanut shells.

# **Letter from the President**

I am proud to present our second Sustainability Report. It includes our performance for 2018 and 2019, and we have prepared this report using the Global Reporting Initiative (GRI) Standards.

This report highlights the company's continued work towards sustainability and excellence for our customers, employees and the community. In these two years we have experienced very significant achievements and challenges that we have had to address with strength and integrity.

The economic changes that occurred had an impact on profitability, and the effects of climate change manifested in the drought affected the crop yield, especially in 2018. These events did not defeat our willingness to grow and innovate.

One of the most notable milestones of the period was putting a power plant into operation by using peanut shells. With this, we not only manage to generate enough renewable energy to supply around 8,000 homes, which is 10 times the number of homes in Ticino, but also add value to our industrial production's main waste. In addition, over these two years, we invested USD 5,040,000 in optimizing processes that impact environmental management and UDS 393,200 directly into environmental improvements that result in greater energy efficiency and reduction of GHG emissions in the last year, primarily in the peanut processing plant. We also invested in improving our internal organization, defining new structures, our vision and mission. We invested in training and developing our people. We renewed our product quality and safety certifications, and we carried out our first satisfaction survey for international customers, the results of which indicate that we are on the right track.

I must stress that developing this report has been a challenge during the COVID-19 pandemic. Given the relevance and impact this has had, we have included a special section in this report to update on how we have dealt with the pandemic in order to take care of our employees and our community, and to continue the work that has been uninterrupted thus far.

Finally, I want to thank everyone for the collaboration and support provided to our management by customers, producers, suppliers, financial entities and especially to our staff, a key factor of our success.

### **Elvio Lorenzati**

"Una Empresa Innovadora

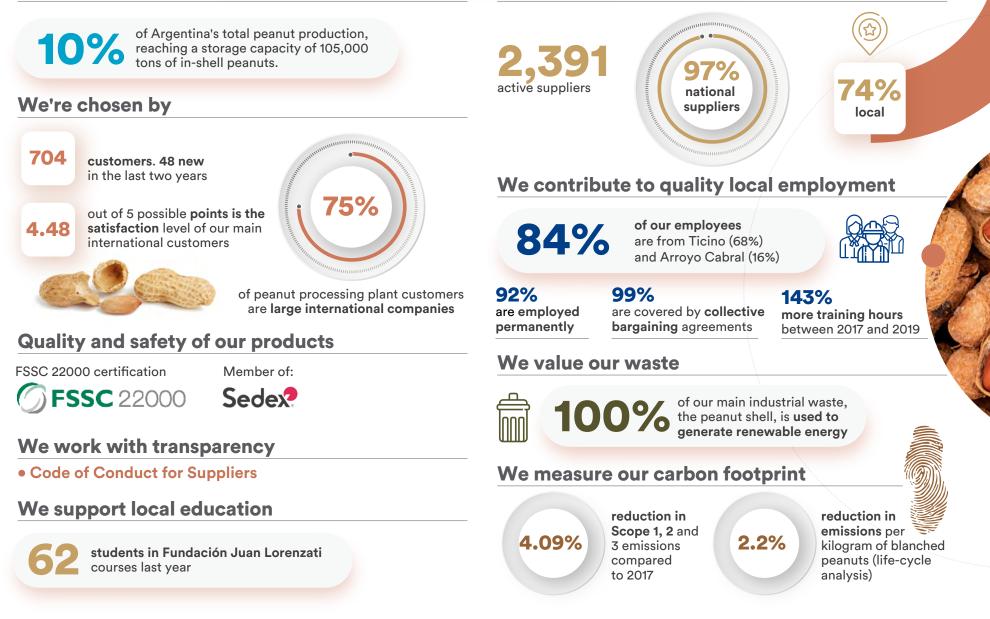
RUETS

# OUR COMPANY

We are Lorenzati, Ruetsch y Cia. a reliable, sustainable and innovative agricultural food products company, dedicated to producing, transforming, marketing and delivering the best quality peanuts, grains and oilseeds to the world. We aspire to be a world leader within the food production industry and recently, the renewable energy sector, as we work in harmony with nature.

We promote regional economies

# We collect and process



# We are in the heart of the peanut agro-industrial region

The peanut processing plant and most of the operation are located in Ticino, Córdoba province, Argentina, the heart of the country's peanut agro-industrial region.

# Córdoba Ticino

Córdoba concentrates

88%

90%

of peanut production and constitutes an emblematic regional economy for the province and the country.

of the peanut production of Córdoba is exported.

# We produce, transform and market

### We produce grains

The agricultural operation includes our own production of grains and oilseeds for the domestic market, and peanuts for manufacturing.

# We produce, transform and market peanut products

After our primary production and manufacturing processes, we sell the following to the domestic and international market: blanched peanuts, confectionery peanuts, peanut oil, peanut meal and peanuts for crushing.

### We collect grains and oilseeds

To market them in the same condition, after cleaning and sifting.

### We market agricultural supplies

We market agrochemicals, seeds, diesel, bags, etc. to partner farmers who then trade their crop with our company.



	2017   2018 Crop	2018   2019 Crop
Tons of clean and dry in-shell peanuts collected	67,000	98,000
Tons of peanuts for crushing industry	31,000	31,000
Tons of grains and oilseeds collected (soybeans, wheat, corn and others)	90,000	130,000

We generate renewable energy We transform available biomass into electrical energy for industrial processes and for the community

# Industrial peanut processing plant - Ticino

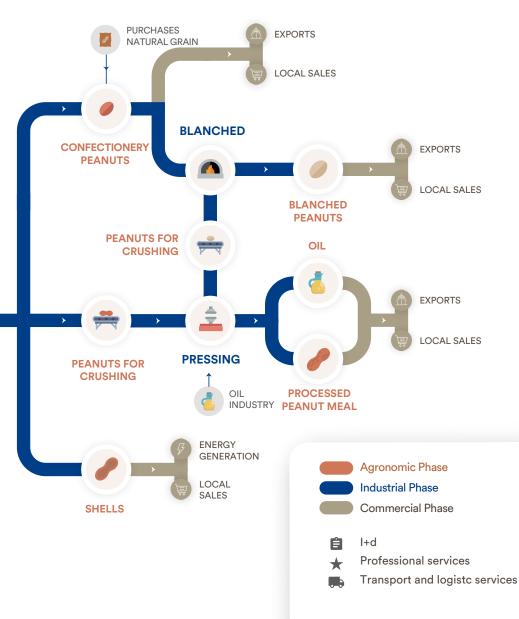
# We are a vertically integrated company

Our main business begins with seed production and ending with marketing the products in the domestic and international market. Also, our own fleet of trucks transports our products over land to ports for export and local sale.

This is equipped with state-of-the-art technology and it is constantly expanding. With an area of 564,600 m2 and a 64,560 m2 covered surface, it has a storage capacity of 105,000 tons, with confectionery peanut selection capacity at 580 tons/day and blanched peanut production at 240 tons/day. The new peanut shelling plant has equipment that is highly efficient and productive, with a target capacity of 10 Tn/h.



- We produce HPS confectionery peanuts, blanched peanuts and peanuts for crushing.
- The total amount of collected in-shell peanuts increased 46% in the last year.





**75%** of the peanuts we store comes from our own production in rented fields, which allows us to be self-sufficient.



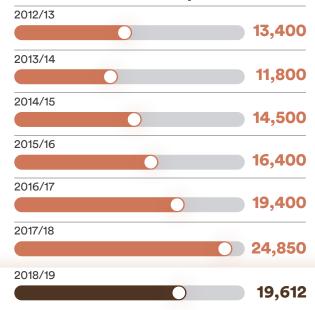
**25%** comes from the collection of peanuts made by partner producers.



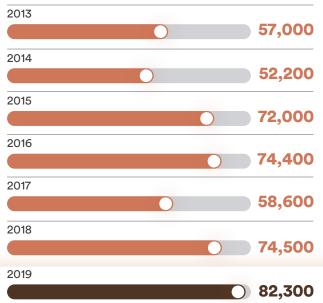
## **Hectares Sown with Peanuts**

Production is carried out under strict control of cultural practices applied to crops, the selection of agrochemicals, and harvesting methods, in order to obtain a controlled quality of our raw material. This is carried out by the Agricultural Department, with a staff of agronomists dedicated to controlling production in order to secure a quality-controlled raw material.

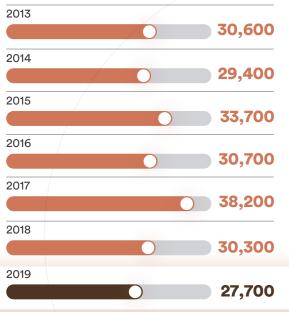
#### Hectares sown with peanuts



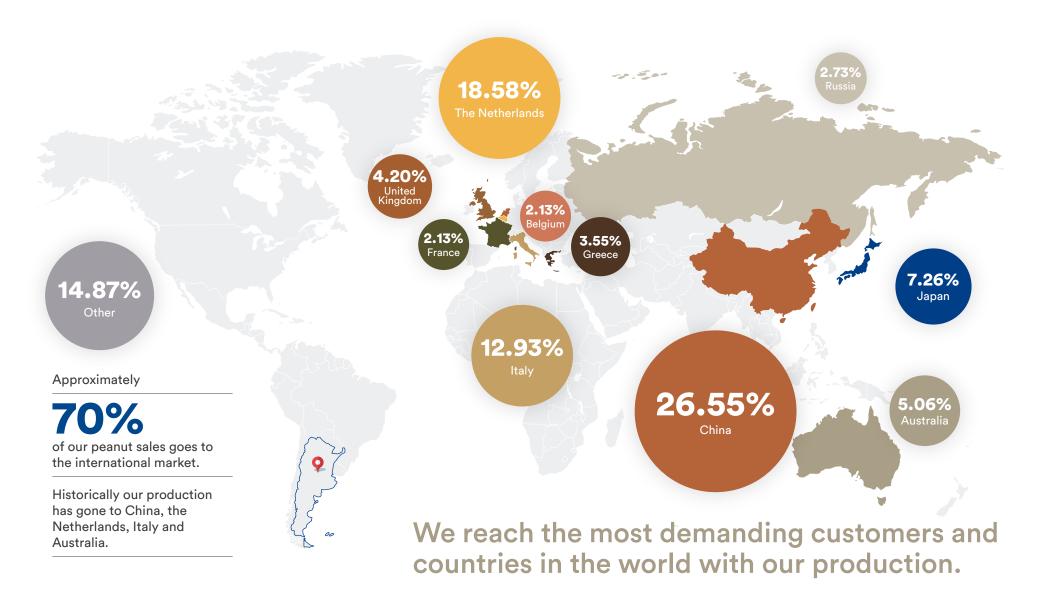
### **Processed tons of peanuts**



### **Processed tons of blanched peanuts**



# Sales Destinations (in Tons) | 2019



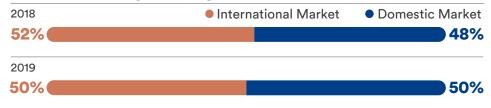
# Grain storage and drying plant Arroyo Cabral

### This is located a few kilometers away from the Ticino Plant, with an



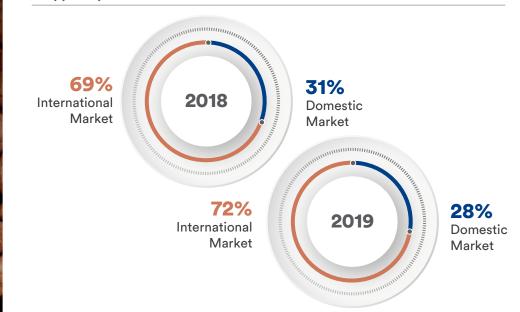
# Total sales in Argentine pesos (AR\$)

### Total sales in pesos by destination



# Peanut sales by destination

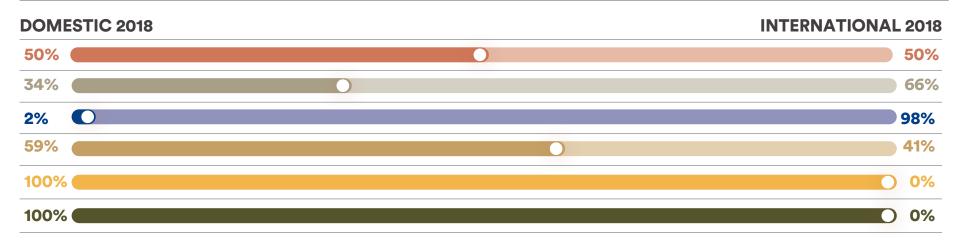
% approx. production



14% growth compared to 2018

50% of total sales (expressed in AR\$) are exports

# Sales share by peanut product and market



#### **DOMESTIC 2019 INTERNATIONAL 2019 68%** 32% 72% 28% 99% 1% $\mathbf{O}$ 87% 13% 100% 0% 100% 0% Confectionery peanuts (HPS) Blanched peanuts Peanut oil Processed peanut meal Peanuts for crushing Peanut shells



# Grain sales corn, soy, wheat and other (not peanuts)

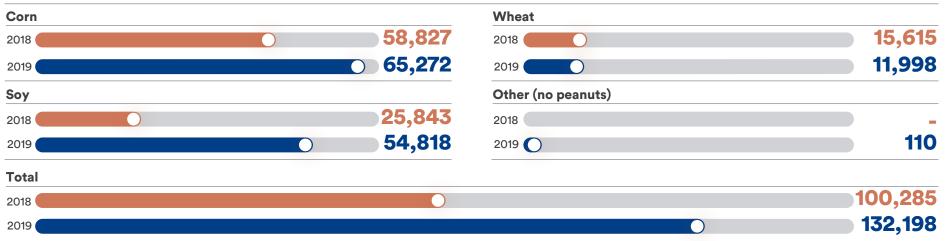








## **Tons sold per product**



20%

26%



# Energy production from peanut shells

The company's long-held dream of building a power plant was fulfilled at the end of 2017. In October 2018, it was enabled and fully operational. Its construction and commissioning consolidated our commitment to sustainable production in harmony with the environment.



**4.63** MW installed

**23,356** MW/year delivered. 99.8% of 2019 forecast.



**40,000** tons of peanut shells per year consumed to generate energy.



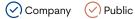
# SUSTAINABLE MANAGEMENT

Risk analysis and considering our internal and external public's expectations about the company, its products and services, form the basis in defining the company's sustainable management. Having identified the main impacts of the operation allows us to address with greater precision the issues that affect value creation in the short, medium and long term, and at the same time focus on what influences customer decision-making about company products and services. To determine that, the opinions of executives, collaborators and large national and international customers were taken into consideration.

# Identified materials and significance level

		Low	Me- dium	High	Very High
Economic Performance	st			$\bigcirc$	$\odot$
Ethics and Transparency	Intere			$\odot \odot$	
Environmental Impact Relief	σ			$\odot$	$\bigcirc$
Quality Relationship with Customers	Publi			$\odot$	
Good Work Practices	i the			$\odot$	$\bigcirc$
Involvement in community	ity in		$\odot$	$\odot$	
Quality Relationships with Suppliers	Priority		$\odot \bigcirc$		
		Priorit	y for tł	ne <b>Con</b>	npany

#### References



We learned to always go one step further. We also take into consideration the Sustainable Development Goals (SDG) formulated by the United Nations to achieve specific goals aimed at reducing poverty and promoting equality, peace and justice by 2033. We take them into consideration to analyze how we are contributing to fulfilling the goals, and from there also set a path of growth. Our commitments are a response to the company's value creation, its own sustainability and the environment.



# GUIDING PRINCIPLES AND GOOD GOVERNANCE

# **Our commitment**

To create wealth, focused on balancing profitability, sustainable social development and environmental responsibility.

Value Creation

Ethics and Integrity

The Board of Directors is who defines and reviews the company's Mission and Vision. Its functions include establishing and ensuring compliance with the company's objectives, its investments, financing, commercial and production strategies. Also, lead human capital as well as decisions on social and environmental sustainability.

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Values

# Mission

We are an innovative agricultural products company dedicated to reliably and sustainably producing, transforming and marketing the best quality peanuts, grains and oilseeds for the world.



### Integrity We act with honesty, transparency, austerity, responsibility and adherence to our principles. Innovation We promote innovation and sustainability in our products, processes and methods on a daily basis. Commitment We work together for the benefit of ourselves, the company and society Quality We seek to exceed customer श्च expectations by offering products with the highest quality and safety, adding value at each stage of the production chain.

### Sustainability

We develop our activities with particular devotion to caring for the environment.



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# Vision

To be leaders in the production of agricultural food products and energy, in harmony with nature.

# Integrity and compliance

The commitment to respect and ensure respect for the values we share strengthens and projects us into the future.

# **Code of Ethics**

Defines the principles and guidelines to interact with shareholders and managers, suppliers, employees, customers, and competitors, within the environment and community in which we operate. The responsibility to disseminate and supervise its application within the company belongs to the Ethics Committee, created at the same time that the Code was approved. This Committee receives complaints or concerns from employees that are related to unethical conduct, or suspected violations of the Code, company policies or the law. It acts accordingly, always protecting the identity of the complainant.

#### **Channels for Complaints**

- E-mail to etica@lorenzati.com
- Boxes located in various company offices and plants.

# Participation in Regional Organizations

- Argentine Peanut Chamber (Cámara Argentina del Maní).
- Argentine Republic Chamber of Exporters (Cámara de Exportadores de la República Argentina, CERA)
- Córdoba Industrial Union (Unión Industrial de Córdoba)
- Córdoba Province Association of Grain Collectors (Sociedad Acopiadores de Granos de la Provincia de Córdoba)
- Argentine Peanut Foundation (Fundación Maní Argentino)
- Córdoba Grains Stock (Bolsa de Cereales de Córdoba, BBC)
- Córdoba Chamber of Foreign Commerce (Cámara de Comercio Exterior de Córdoba, CACEC)



# **Code of Conduct for Suppliers**

It defines the standards of conduct applicable to suppliers, distributors, contractors, consultants and any goods and services company that maintains or intends to maintain a business relationship with our company. At the beginning of 2019, the Code of Conduct for Suppliers was approved, to which they adhere when contracting with the company.

# **Economic Performance and Value Creation**

DESCRIPTION Expressed in millons of AR\$	2018	2019
Direct economic value created		
Revenue	4,939	5,827
Distributed economic value		
Operating costs	4,192	4,553
Employee wages and benefits	501	481
Payments to capital suppliers	128	191
Taxes	128	225
Investments in the community	1	2
Total expenses	4,950	5,452
Retained economic value		
Retained economic value	-11	375

Values taken from the financial statements as of December 31, 2018 and 2019. They are expressed in millions of AR\$ constant currency.

The economic changes that occurred had an impact on profitability, and the effects of climate change manifested in the drought affected the crop yield in 2018. These facts did not defeat the will to grow and innovate, showing a recovery in 2019.

The individual agricultural operations were the ones that generated greater quantity of grains to commercialize and industrialize, as has been happening for several years. Having had a normal harvest in terms of yields and qualities in 2019, the company recovered the volumes of previous years. Vertical integration policy in the peanut value chain was continued.

The international market continued to be the main destination for deliveries of products made by the Company, where peanut products and their industrial derivatives with the highest added value (oil and blanched peanuts in particular) accounted for approximately 72% of exports. The market for peanut meal (a by-product of the process) was fully commercialized, with the domestic market playing an important role.

The grain crop in the country in 2019 was within normal values, recovering storage and production capacity that was partly lost in the previous harvest due to the drought. Specifically, in the 2019 harvest, the peanut region recovered physical volume, the product of a normal harvest, returning to values of previous years. A good harvest is expected in 2020, both in yields per hectare and quality.

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"Una Empresa Innovadore

# CUSTOMERS, THE FUNDAMENTAL REASON FOR OUR EXISTENCE

# **Our commitment**

To seek excellence in goods and services to satisfy their needs, guarantee products and services, and operate ethically and in accordance with the law.

Quality relationships with customers

# We are always in touch

- We organize our own national and international trade missions
- We updated our website www.lorenzati.com
- We created a Communications Department in the company
- We are present on social media: Facebook, Instagram, LinkedIn & Twitter
- We have participated in national and international trade fairs





**31%** (217) have chosen us for more than 11 years

**48** new customers in the last two years





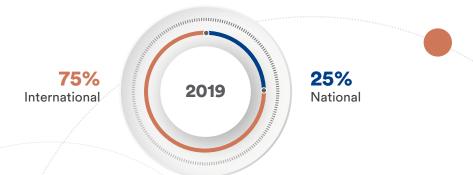
# 2019 satisfaction survey to international customers:

**4.48%** out of 5 maximum possible points

The survey covered **119%** of international customers, representing approximately 60% of tons sold



**Customers by Origin Ticino Peanut Processing Plant** 



# **Certified Innovation and Quality**

Quality and Food Safety Policy based on FSSC 22000 certifications for continuous improvement and making use of technical and human resources, adapting to Good Manufacturing Practices. Our physical and microbiology laboratories guarantee the quality and safety of our products.

# FSSC 22000 | KOSHER | HALAL



# WE GROW ALONG WITH OUR PEOPLE

# **Our commitment**

We have a strong commitment to our people. We want all employees to be respected and find a space suitable for both professional and personal development.

6 Good labor practices

3 GOOD HEALTH AND WELL-BEING

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# All management committed to respecting human and labor rights

# **Our employees**



# Our fundamental principles

- To treat our employees with dignity, respect and justice, taking into consideration their different cultural sensitivity.
- Not to discriminate on the basis of race, religion, age, nationality, sex or any other personal or social condition unrelated to their merit and ability.
- To comply with current labor laws and regulations.
- To not allow any form of violence, harassment or abuse on the job.
- To recognize the rights of association, unionization and collective bargaining.
- To promote the development, training and professional promotion of our people.
- To have formal channels to receive suggestions for improving internal management processes.
- To link employee remuneration and promotion to merit and ability.
- To guarantee safety and hygiene on the job, adopting all necessary measures to maximize the prevention of occupational hazards.
- To endeavor to reconcile work at the company with the personal and family life of our people.
- To facilitate employee participation in the company's social action programs.



# **Renewed Communication Channels with Employees**





Report



Social Media (New) Twitter,

You Tube Channel, Linkedin,

Communications Department Mail (New)



Suggestion boxes and email etica@lorenzati.com (New)

**Benefits:** 

### Beyond what the law mandates

- Flexible schedule for non-residents in Ticino.
- Flexible schedule to participate in personal training.
- Transportation for non-residents in Ticino.
- Annual bonus for middle managers, depending on personal performance and company results.
- Clothing.
- Gifts: End of year, Workers Day, Business Employee Day.

# **Health and Safety**

The Annual Training Plan on Occupational Health and Safety follows the requirements of Argentine Health and Safety at Work Act. In 2019, the Hygiene and Safety Committee was created, made up of those responsible for each sector of the company. The Drills and Evacuation Plan is duly documented and details how to respond in the event of an unexpected event occurring at the company's facilities. An Occupational Risk Insurer (ART), hired by the company, annually performs medical studies on a certain employee groups, for example, those with a certain number of years in the company and exposed to risks that may affect occupational health.



# Handling the Pandemic:

# #WeTakeCareOfEachOther

Following the provisions of the health authorities, a COVID-19 Policy was formulated and disseminated early on for the care of staff, the community, external parties and the manufactured products.

### **Measures Taken:**

- We created audiovisual materials with the slogan **"We take care of each other"** that explain the prevention protocols that were applied at the beginning of March 2020.
- Strict entry protocol to the facilities.
- Hygiene and **Safety Instructions**: prevention protocols.
  - Deep cleaning of workplaces: double bucket technique
  - Proper use and sanitation of Personal Protective Equipment
  - Biosecurity measures for the movement
    of personnel
- Special precautions for truck drivers. Health barrier controls are applied, and drivers must respect isolation and remain in their vehicle. They must remain in the parking lot area, with a specific section arranged in the plants with basic services and sanitary facilities during their stay there. These measures look to reduce the circulation of people from abroad or other provinces to safeguard the entire community.

All these measures have generated changes in the way to work, involving readjusting processes in all areas. We have successfully passed the inspections from the Ministry of Labor on measures against COVID-19, and were able to present the required sworn statements before Argentine National Food Safety and Quality Service (SENASA). These have allowed us to develop our operations and comply with the commitments assumed while taking care of our people and the community where we operate.

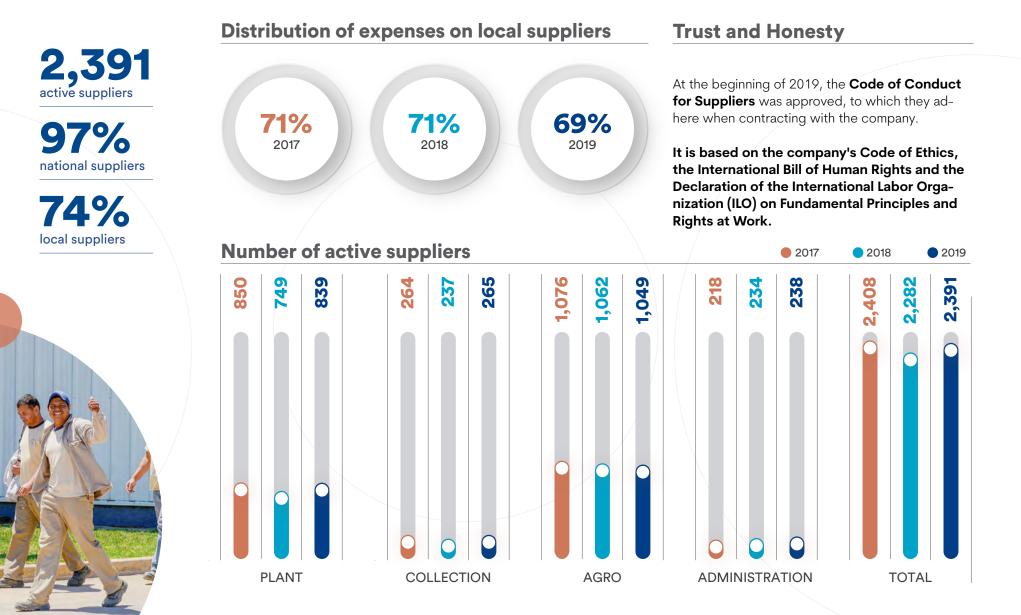
# VALUE CREATION WITH **SUPPLIERS**

# **Our commitment**

To develop solid relationships with our suppliers of goods and services, based on trust, honesty, ethics and fair treatment.

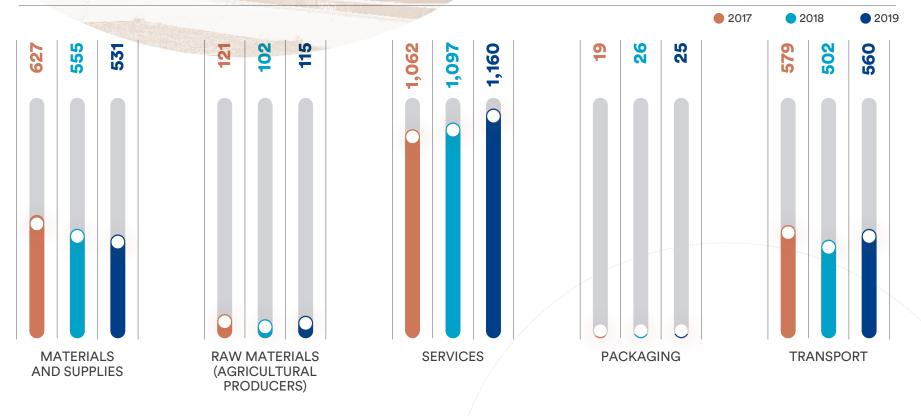
8 DECENT WORK AND ECONOMIC GROWTH Quality relationships with suppliers

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Number of suppliers per item



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# ACTIVE MEMBERS IN THE REGION

# **Our commitment**

To respect human rights and democratic institutions and promote them wherever possible. To interact with public authorities and institutions in a lawful and respectful manner, not accepting or offering bribes, gifts or commissions.



Community involvement

v

### We actively

participate in the community with our volunteers.



### We respect

human rights and democratic institutions, committing ourselves to promote them wherever possible.

We interact with public authorities and institutions in a lawful and respectful manner, not accepting or offering bribes, gifts or commissions.

WE ARE THE ENGINE OF THE LOCAL ECONOMY.

THE ANCHOR FOR THE ESTABLISHMENT OF ITS POPULATION. WE CONTRIBUTE TO STRENGTHENING INSTITUTIONS. WE BET ON MORE SUSTAINABLE CITIES. 

#### **V**

### We provide

renewable energy to the local and national electricity system.

### We collaborate

with public administrations and non-governmental entities and organizations dedicated to improving the levels of social care for the most disadvantaged.

*Fundación* Juan Lorenzati This began with Dardo, Elvio and Renato wanting to honor the memory of their father, Juan Lorenzati. The company is one of the main benefactors that provide resources for the development of its activities.

Since its creation in October 2004, it has been dedicated to promoting education as a means for the community's economic and social development.

# WE PRODUCE IN HARMONY WITH NATURE

# **Our commitment**

To continuously look for ways to reduce our environmental impact through better processes, controlling emissions and improving waste management, water treatment and energy use, all while generating renewable energy.

B Environmental impact relief

We produce in harmony with nature, always attentive to the potential impacts of any activity.

## We develop and implement

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programs and processes that maximize efficiency in the use of available resources.

We safeguard water and energy consumption.

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#### We generate energy from peanut shells.

#### We manage waste.

Λ

The peanut processing plant has an environmental license approved by Ministerial Resolution.

We actively participate in actions that promote care for the environment.

> We produce using soil conservation and crop rotation.

> > We control the greenhouse gas emissions (GHG) and air quality.



We continuously improve processes.



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# **Good Agricultural Practices**

- We rotate crops (grains and oilseeds) in winter and summer.
- All plots of land (production units) are identified, and all supplies and services are duly recorded on each production unit.
- Each plot's batch is identified until it enters the collection and production plants. We produce peanuts, soybeans, corn and wheat.

# Phytosanitary formulas are applied according to legal requirements.

Application of fertilizers is analyzed case by case, considering among other issues the cultivation history in the field, climate conditions, etc. In specific cases, soil analysis is performed.

Agrochemicals are stored in sheds with the necessary care not to contaminate, observing safety protocols for those who handle them. Once used, the drums are stored in sheds and are delivered to certified collectors.



### Supplies use efficiency 2019 vs 2017

22.40%

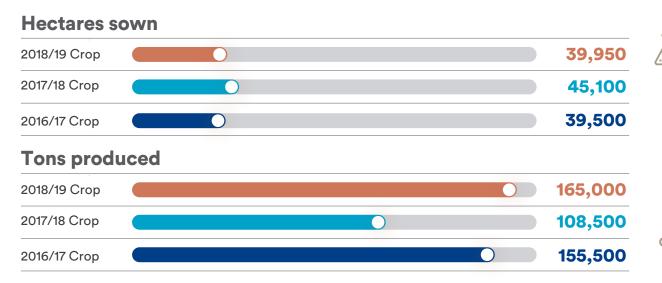
11.58%

46.29%

Less Big Bags

Less Office Paper

Less Agrochemicals





USD 5,040,000 invested in optimizing processes that

impact environmental management

USD 393,200 invested in environmental

improvements

# **Energy Efficiency**

**90%** of the company's total energy consumption and **87%** of the peanut processing plant correspond to natural gas and electric power in 2019.

8%

sources

of electrical energy comes from renewable

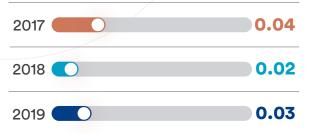
# 4%

decrease in peanut processing plant total energy consumption from 2017 to 2019, due to investments and implemented energy-saving strategies

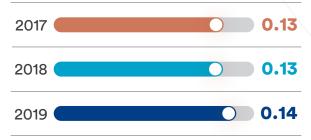
**Energy Intensity** 

For the peanut processing plant considering main energy sources and kilograms of processed blanched peanuts

Natural gas energy intensity m<sup>3</sup>/kg



Electricity energy intensity kwh/kg

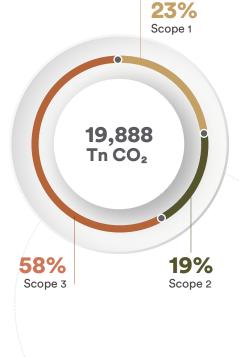


We are pioneers in the Latin American market in measuring the environmental footprint of peanut production.

The base year of the measurements was 2017; the analysis was repeated for 2018 and 2019 following the same rule: ISO 14064: 2006 and the Greenhouse Gas Protocol: Corporate Accounting and Reporting Standard (GHG), published by the World Resource Institute and World Business Council for Sustainable Development.

# **Emmissions by Scope**

Peanut Processing Plant (Tn CO2eq)



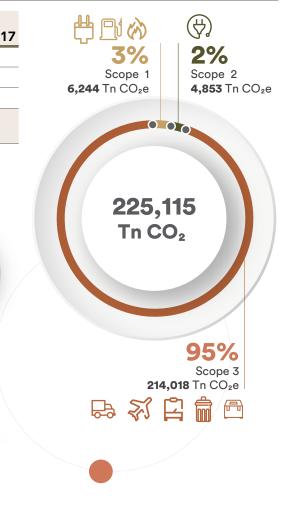
# Total Emissions for Scopes Tn CO₂eq

Tn CO₂e by Scope	2017	2018	2019	Change 2019 vs 201
Scope 1	7,580	5,077	6,244	-18%
Scope 2	3,536	4,121	4,853	37%
Scope 3	223,592	150,313	214,018	-4%
Total emmissions	234,708	159,511	225,115	-4%

# **Interanual Progression**

Peanut Processing Plant Footprint





intensity of emissions per knogram of blanched peanuts					
Intensity of emissions	2017	2018	2019	Change 2017 vs. 2019	
Total Emissions TnCO <sub>2</sub> e	30,137	17,114	19,888	-34%	
Kg./year blanched peanuts	58,626,730	58,574,215	64,249,385	10%	
TnCO <sub>2</sub> /kg-year blanched peanuts	0.0005	0.0003	0.0003	-40%	

As the company's main activity in peanut processing, the life-cyle analysis has been carried out on a kilogram of blanched peanuts.

#### Definition of scope and objectives: Functional unit: 1kg of peanuts blanched | Agronomic Phase and Plant Phase



# Life-Cycle Analysis of Peanuts (ISO 14040-44: 2012) and Its Application for the Product Carbon Footprint

# Global warming impact (GWP 100A) Total kg CO<sub>2</sub>/kg peanut



# Intensity of emissions per kilogram of blanched peanuts

# Waste Management

We have had a Waste Treatment Policy since 2017

Extending to the circular economy, the power plant annually consumes all the main waste from the industrial process: peanut shells.



# **1,593 Big Bag** subjected for classification, unbaked, preparation and certified reuse in

2019.

# **Green Spaces in Plants**



**3,500** trees planted in 2019 on the outer limits of the peanut processing plant, power plant and truck lot

# Over 50 years of innovation





To access the full Sustainability Report 2018 | 2019 https://www.lorenzati.com/sustentabilidad

For more information sustentabilidad@lorenzati.com





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