

# ARGENTI



**INTEGRATED FROM THE  
ORIGIN. WE REACH OVER  
30 COUNTRIES**



**BUSINESS WITH  
PRINCIPLES**

*Argenti in  
numbers*

*Meet our Board  
of Directors*



**CULTURAL  
PRINCIPLES  
GUIDING  
OUR ACTIONS**



# Above All, We Are People

**We add value to business and we create relations with those who transcend.** We consider that success is based on a close and personalized liaison we generate with our people.

**We build trust.** Our essence is listening and fostering dialogue. We value achievements, we encourage people to pursue their growth, and we take care that the working environment is warm and safe for everyone.

**We provide fair and equitable treatment.** Workers, customers and suppliers remark this fact by renewing their confidence year after year.



## We Are Committed from the Root

**We are lemon specialists.** We have our own nurseries, farms, packing and plant industry to deliver safe and quality products, following our customers' needs.

**We comply and beyond.** We guarantee supply and delivery in due time and form; and besides, we make it simple.

**We promote strategic alliances.** We get empowered with every partner because growing together makes it easier to persist and walking together is more enjoyable.

**We watch over the quality we provide to millions of consumers.** We ensure the traceability from its origin and we observe the international standards while we try to make it the most efficient way.



“

BEING UPRIGHT  
IS IN OUR SPIRIT.  
THAT'S WHY IT IS  
NON-NEGOTIABLE.

## We Play Clean

**Being upright is in our spirit and that is why it is non-negotiable.**

We choose to work with people offering this quality. Taking action against corruption and disloyalty is everyone's duty and responsibility.

**We work towards the sustainability.** We get involved to generate a positive impact on the well-being of our families, the use of resources and the environment. We are convinced to contribute with the development of local communities. In this line, we endorse the UN Global Compact and we certify the proper protocols to hold it.

**Giving our best is our way.** The level of commitment and professional work is really high and therefore, we may recognize the needs, learn permanently and be open to give more than expected.





# WE ARE SPECIALISTS

We are part of Argenti Group, an economic group dedicated to the production and trading of food from agricultural origin: lemons, grapes, apples, pears, grains, sugar cane and cattle.

## LET THE NUMBERS SPEAK FOR US

Integrated  
industry,  
adding value

- › Industrial production/year: **120,000 tons**
- › Industry capacity/year: **210,000 tons**
- › Processing/day: **1,400 tons**
  
- › Packing production/year: **25,000 tons**
- › Packing capacity/year: **45,000 tons**
- › Packing/day: **300 tons**

Own fruit,  
the secret  
to fulfill

- › Own nursery: **48 greenhouses**
- › Own farms: **3,800 hectares**
- › Nursery plants/year: **120,000**
- › Plants on farms: **1,265,000**

Market share  
gained and  
growing

- › World market share: **6%**

People serving  
more people

- › Workers/season: **+3,000**
- › Suppliers & contractors: **+2,200**
- › Customers: **+135**
- › Social, environmental and ethical programs: **35**

Environmental  
awareness

- › Effluents into the environment: **0**
- › Water recovery from process: **100% used on irrigation of own farms**
- › Localized irrigation: **50% of our plantations**

# LEADED BY EXPERIENCE

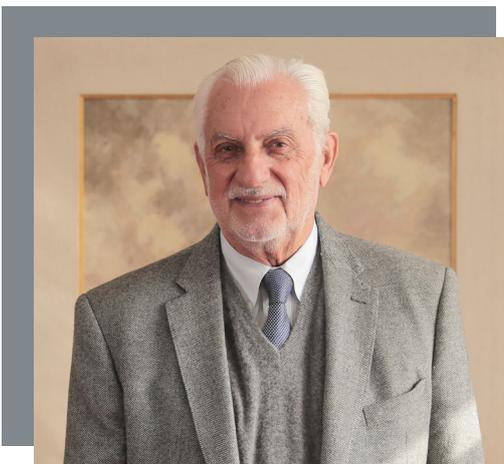


## Carlos A. Parravicini

### PRESIDENT

Agronomist. His professional relation with lemon activity started in 1979. For more than 40 years, he permanently took part in the whole production chain and since 1988 he became part of Argenti Lemon S.A. He is a referent who is frequently asked to be attend technical and institutional discussions. He is also an active member in AFINOA (Northwest Argentina Citrus Association, former ATC) and Export Association (quality seal All Lemon); he has been a member in both managing Boards. He is a visitor and an expert in the main citrus production regions, as well as their production structures, markets and related fairs. Since 2020 he has been the President of Argenti Lemon S.A., and states his pride for leading a Company: "Above All, We Are People".

Married, father of 4 children and grandfather of 6.



## Álvaro C. Bulacio

### VICE PRESIDENT

### FOUNDER

Chemical Engineer, (graduated at 22). His outstanding academic performance granted him a scholarship to do a Master in Science at Boston University, USA. Then, he returned to Argentina and in 1975, he counted with the best technology available to plant the first hectares of lemon on farms that belonged to BASA, a family business. Some years later, with the experience gained in similar companies, and together with some Argentinian partners, he founded his first Company of citrus production. Its sale in 1996 boosted the creation of Argenti Lemon S.A. Today, with almost 4,000 planted hectares, nursery, packing, drying facilities and its own industrial plant, he states that "we build trusted relationships, the fundamental base to grow in a sustainable way".

Married, father of 7 children and grandfather of 13.

## Florencia Bulacio

Director

She is an IT Engineer. She started working in Argenti Lemon S.A. in 2003 and as time passed, she became a leader in different managerial positions and areas, such as Foreign Trade. Since 2011 she has been a Director and she is in charge of Information Technology and Quality. Her former experience in international companies gave her solid expertise in project administration, interdisciplinary team leadership and technological innovation. Day by day, she strives for the Company sustainability and intends to build trusted liaisons. Her goal is to be open to new learning experiences and continuous improvement in a context where “the only permanent thing is change”.

Married, and mother of 4 children.



## Marcos Dupont

Director

Lawyer, graduated at Universidad Católica Argentina. Before Argenti Lemon S.A., he worked as an associate lawyer in important law firms in Buenos Aires. In 2002, he started in our Company and in 2003, he graduated as a Master of Laws (LLM) at the University of Chicago, USA.

Since 2003 he has been a Director; today he is responsible for Industry. His vision of the business and his specialization allowed him to give solid support along the huge growth of the corporation for almost 20 years.

Married, and father of 3 children.



## Fernando Pérez Fraresso

Director

National Public Accountant, Bachelor in Business Administration (Universidad Nacional de Tucumán) with a specialization in Finance and a MBA degree granted by Fundación del Tucumán. He became part of Argenti Lemon S.A. in 2006, though he had gained great experience before in Finance, Administration, Planning, Budgets and Management Control along his career. Today, he is a Director and he is responsible for Organization Management. The most valued professional aspects of Argenti Lemon are: its solid position, its people and the professional work. “We are what we think”, is his head phrase.

Married, and father of 3 children.



# THE ORIGIN DEFINES US AND MAKES US DIFFERENT

## 01 NURSERY

- › **20** permanent workers
- › **48** greenhouses
- › **100%** certified seeds and buds



## 02 FARMS

- › **32** farms extending from north to south in Tucumán
- › **1,300** hectares planted in high density
- › **75%** plants are in full production
- › **13** years is the average life of our lemon trees
- › **50%** is the surface with localized irrigation
- › **100%** certified under international quality standards
- › **112** truck trips/day average between farms and packing/industry



# 03 PACKING

- > **100%** own fruit
- > **12** hectares of facilities
- > **19,882** sq m roofed surface
- > **8,100** sq m of degreening and cooling chambers
- > **2** lines of presorting of 48 tons/hour in each
- > **2** lines of independent packing: 24 tons/h and 12 tons/h of production. The latter is certified for organic fruit and has no post harvest treatment.



# 04 INDUSTRY

- > **+85%** own fruit
- > **15** hectares of location
- > **1st** level in world technology
- > **1,800** hectares of farms irrigated with water recovered from industrial process
- > **70** tons fruit/day processing capacity
- > **7** oil extractors
- > **19** juice extractors
- > **45,000** l/h evaporation capacity
- > **650** tons/year of essential lemon oil
- > **8,000** tons/year concentrated lemon juice
- > **6,500** tons/year of dehydrated lemon peel
- > **4,000** tons of cold storage of concentrated juice (turbid and clarified)
- > **Multiple** options of juice containers
- > Peel drying process **100%** sustainable
- > Innovative system to reuse the water from the process



# SINCE 1997

We produce and export  
the best lemon and its byproducts

# We are Argentinian



From Tucumán to the world. Geographical area leading lemon export in the southern hemisphere. The subtropical and subhumid climate is a privilege to grow citrus. Our farms -carefully designed- increase the existing beauty of the landscape formed by the Aconquija mountain range. Local experts guarantee our knowledge.

## We keep our Word



We comply with our customers and we are always available to solve any situation, since we produce 100% of the fruit we export and +85% of the fruit used by industry. We speak about quality because we have certified it. We control traceability from the origin, we are strict with any process and we sort out in detail. We ensure production in due time and form.

## We are fast

We permanently invest in our greenhouses, farms, packing and industrial plant, as we do in R&D, our people and their safety.

Considering our flexible structure, our specialists become leaders and decision-making referents, doing away with any bureaucracy of the process, in order to give quick response to technical and packaging requirements.

+1,000 people make in-house teams

+2,200 people including suppliers and contractors

At the end of the day, we are a big family and that is precisely our greatest difference: Above all, we are people.



# Argenti Lemon

OUR VALUE. OUR BEST



Argenti Lemon S.A



Argenti Lemon S.A



Argenti Lemon S.A