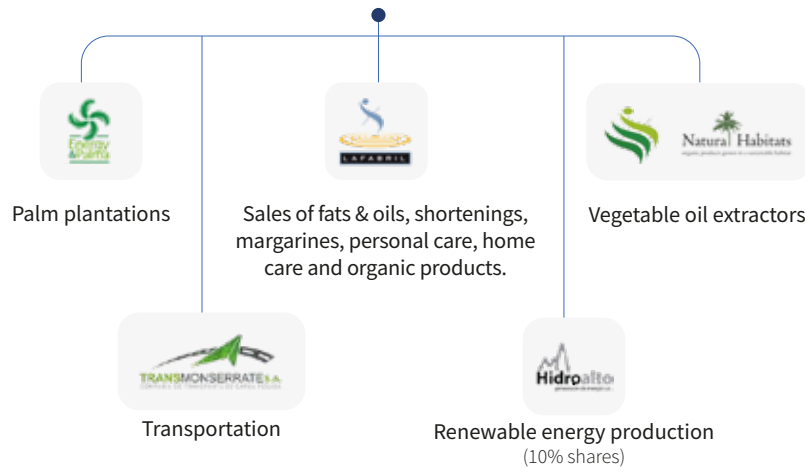


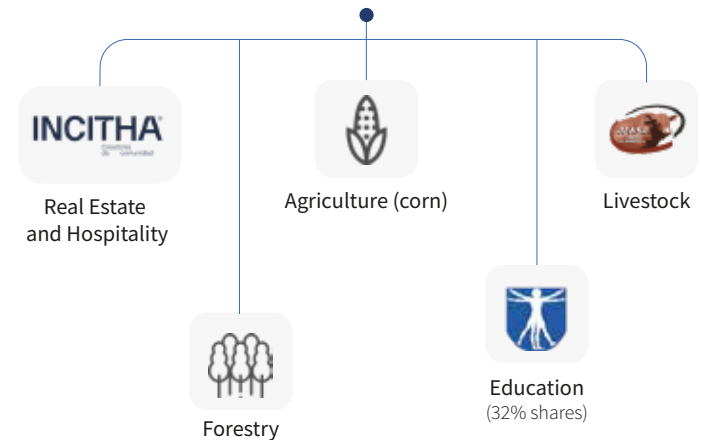
A low-angle, upward-looking photograph of an industrial facility at night. The scene is dominated by a large, vertical, cylindrical metal tank that rises steeply into the dark sky. A complex network of pipes, some insulated with orange material, and metal walkways with railings crisscrosses the frame. To the left, a building with a corrugated metal roof is partially visible. The lighting is a mix of cool blue tones from the sky and warm orange/yellow glows from artificial lights reflecting off the pipes and structures. The overall composition conveys a sense of industrial scale and complexity.

L A F A B R I L

## Agro-industrial



## Related Business



**Sales**  
+US\$710 M

**Employees**  
+ 4.900

**Clients**  
+ 40.000

**+10 Certifications**

**Exports** to more than  
20 countries

**5.5 thousand Hectares conservation in**  
"Reserva Natural Ninacuro"



**2.500 independent palm producers**

**Global commitment to responsible sourcing of palm oil.**

## B2B



Horeca



Bakery



Industries  
and Exports



Copacking



Private  
level

## B2C

Food Oils  
Margarines / Vegetable Fat  
Toppings / Spreads  
Pasta  
Sauce / Cereal



Personal care  
Soap  
Tooth paste  
Hair Care  
Child Care  
Feminine Protection and Talc



Home Care  
Desinfectants  
Detergent  
Laundry Soap  
Dishwasher  
Cleaning



## Plantation Energy & Palma



+2500  
small farmers

9 FFB  
collection centers

NHA Plantations  
(Organic)

## Extraction Río Manso



Natural Extractor of Ecuador

## Refinery La Fabril



B2B

B2C

## Final Customer

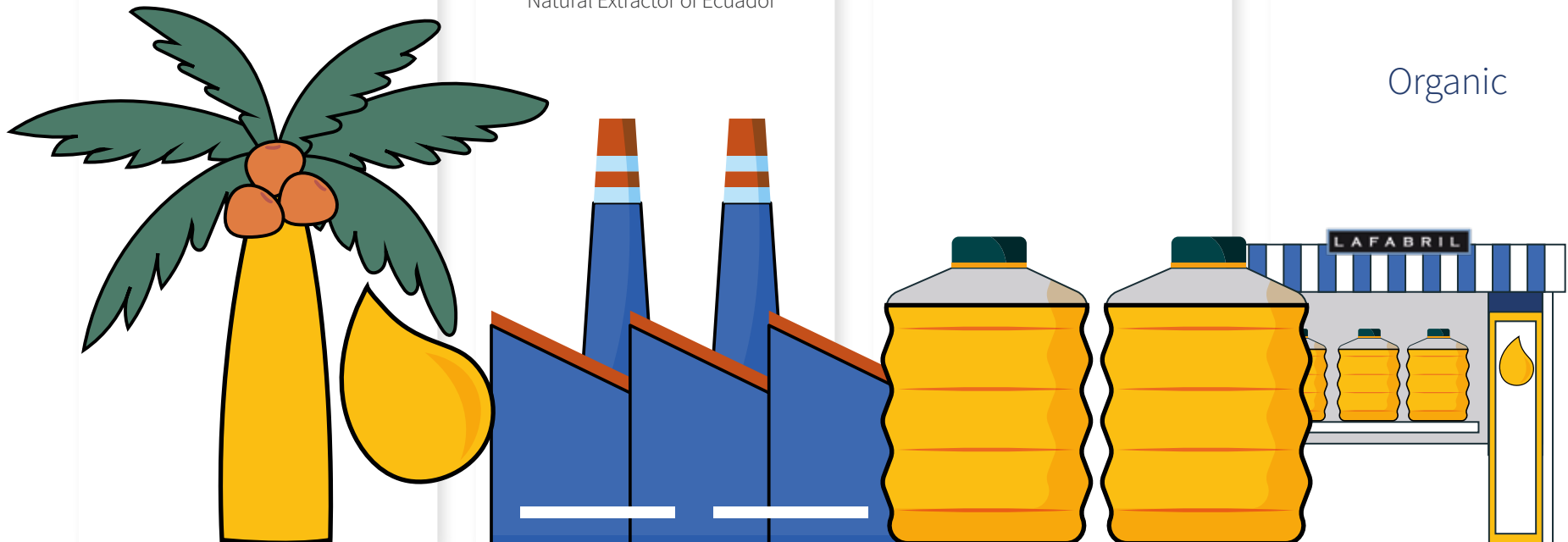


Direct exports  
of CPO to industrial  
customers

B2B

B2C

Organic



## Retail Food

**1** **#1 in the category of oils and fats**  
for mass consumption in Ecuador.



**Significant player** in the oilseeds  
industry in Latin America.

**70%** of La Fabril's total sales come from  
**the Fats and Oils category**



**Strategic allies**  
Clorox y Upfield



**Oils**



**Margarines and  
Vegetable Fat**



**Toppings Spreads**



## Food Service

Our business unit is specifically tailored for the HORECA sector (Hotels, Restaurants, and Catering), providing top-tier integrated gastronomic solutions. We focus on delivering excellence and innovation in culinary services to elevate the dining experience in each establishment.



**Oils**



**Vegetable Fat Margarine**

## Bakery

**Línea  
Maestro®**

B2B Bakery Line

Our business unit serves clients in the industrial and artisanal baking sector nationwide, with specialized products. We offer Daily training with our Technical Assistance Service (SAT) team with top-level technicians, experts in baking, pastry, chocolate making, and biscuit manufacturing.



**Vegetable Fat Margarine**

## Industries and Export Business

We export to +20 countries, becoming the largest supplier of solutions for the national industry.

- **Largest national supplier** of oils to tuna industries +24,000 MT / year.
- **Largest copacker and contract manufacturer** of oils and fats at the national level +29,000 MT / year.
- **Largest supplier of private label brands** in shortenings, margarines, oils, dish soap, and soaps + 8000 MT / year.
- **Largest national exporter** of value-added products in oils and fats - 40,000 MT.
- **Leader** in feed supply nationwide - 17,000 MT.
- **Regional leader** in the supply of CBS (cocoa butter substitutes) - 9,000 MT.



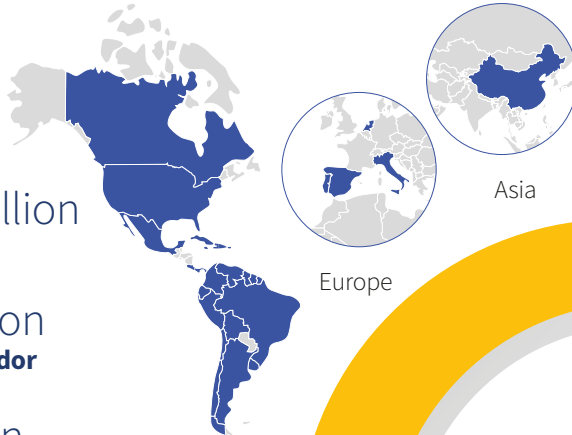


## Scale

**+500USD million  
sales in Ecuador**

**70 USD million  
sales outside Ecuador**

**9 USD million  
EBITDA**



## Sustainability

**2,500  
independent  
Palm Producers**

**+70 species  
with an extinction alert**

**5.5 thousand  
Hectares conservation in  
"Reserva Natural Ninacuro"**



## Strengths

Culture of values and ethics

### People

**+3,500  
Collaborators**

**12  
productive  
plants**

### Sustainable Growth

**34  
B2C brands**

**53  
B2B brands  
for Exportation**

### Operational Excellence

**100,000  
Points of Sale**

**7  
Warehouses**



## Leading Brands

**+5 campaigns  
annual sensitizing through  
our brands**

**7 Categories  
of personal and industrial  
consumption**

## Sustainable Growth

### Sustainability Vision of La Fabril Group

We strive to be consistent with our organizational values and corporate ethics, serving as the foundation for making our decisions.

We are aware of the environmental challenges facing our planet and recognize that with each daily action, we contribute to the progress of society.



## Sustainability Commitments

### Environmental Sustainability



- Waste management
  - Water usage
- Carbon emissions

### Social Sustainability



- Prosperous communities
- Respect for communities
- Health and well-being
- Education.

### Transparency and Ethics



- Transparency
- Business ethics
- Open dialogue



## Sustainable Growth

Sustainability means being a strong and profitable organization that contributes to the economic, social, and environmental development of present and future generations.

