



garciaBallester

Company Presentation

***“Keeping up
the tradition,
growing up
new ideas”***

Garcia Ballester Group is much more than a fruit and veg exporter. We have tradition, a family name and the experience of being the oldest company in the sector.

Garcia Ballester was set up in 1907 which gives us more than 100 years of expertise, knowledge and tradition behind us. The changes from generation to generation have added value, renewed the company and helped us to evolve and grow from innovation but always keeping the best part of the tradition.

We value and promote new ideas and growth, but never forget our origins, our roots and our tradition. Nowadays we are a very well-established company, a benchmark brand in the sector with highly skilled professionals.

Our knowledge and position make us ready to be all over the world.



Tradition
Family Experience
Quality The oldest
Natural company in
Innovation the sector
Freshness
Young Dynamism
Reliability Taste
Solvency Origin
Power

QUALITY — SERVICE — R&D — SUSTAINABILITY



garciaBallester

- **QUALITY:** this is our main aim. With the concept “from the fields to the client”. We take care of the quality from the very first moment until the end. Our structure is designed to give the best quality citrus at each moment of the season to our clients.
- **SERVICE:** Everything starts with the client. From the clients' necessities we develop our seasonal plans in order to cover their necessities in volumes but also to give the best service. Having the best fruit is not enough, it needs to be at the right place at the right moment.
- **R & D:** Research and development is at our blood. From 5 generations ago we've always been researching and investing for new varieties, for better growing techniques and the newest packing technologies and packaging.
- **SUSTAINABILITY:** We are nature. We love our fields and we always think in long term. Sustainability is the only way for the long run equilibrium.



40 to 60 thousand tones

At the fields we control the harvesting of approx

65%

of a total of **40 to 60 thousand tones packed** every season with our own fields and our associated growers, and complete the rest with external growers in order to **export to 21 different countries** over the world meeting all the needed quality certificates (GLOBAL GAP, BRC, IFS,).

Quality

Quality is our first aim and we focus on it at every step of the chain. Quality starts in spring time and finishes when the fruit is eaten by the consumer. We've developed the concept "from the field to the client" at Garcia Ballester in the last years.

"From the field to the client" means that we assign the different orchards for our key clients in the first step of the fruit, spring time; studying the necessities of our clients and the characteristics of every orchard. One by one.

This solves a lot of problems of volumes/quality in difficult moments of the season, makes much easier the control of external quality and gives homogeneity to the internal quality and organoleptical characteristics.

Our centenary know how also helps to choose the right variety at the right moment and smoothly change to the next variety when conditions start to change and how to take care of the fruit from the first moment (already when harvesting we put a foam at the basket to avoid big shocks) and handle it with care in every step (bringin it to the pack house, at the packhouse, loading it and bring it to the client installations).

60MM

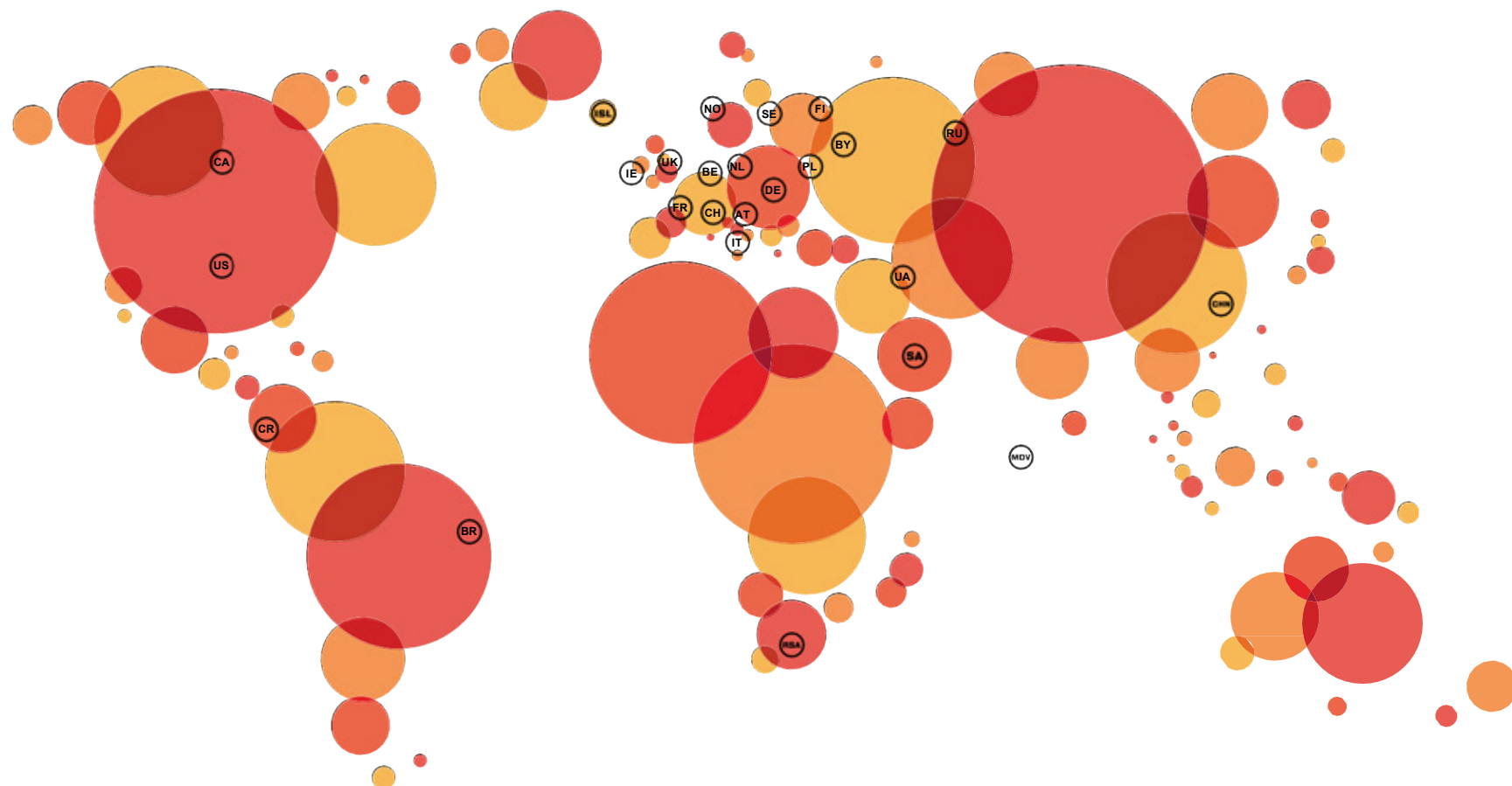
KG of citrus exported to Western Europe, U.S, Canada (6 MM), Eastern Europe, Asia, United Arab Emirates and Saudi Arabia (5 MM)

60MM

€ in sales, corresponding the 90% to exportation

60%

Own production. We farm, harvest, pack and commercialise our own fruit





Service & Competitivity

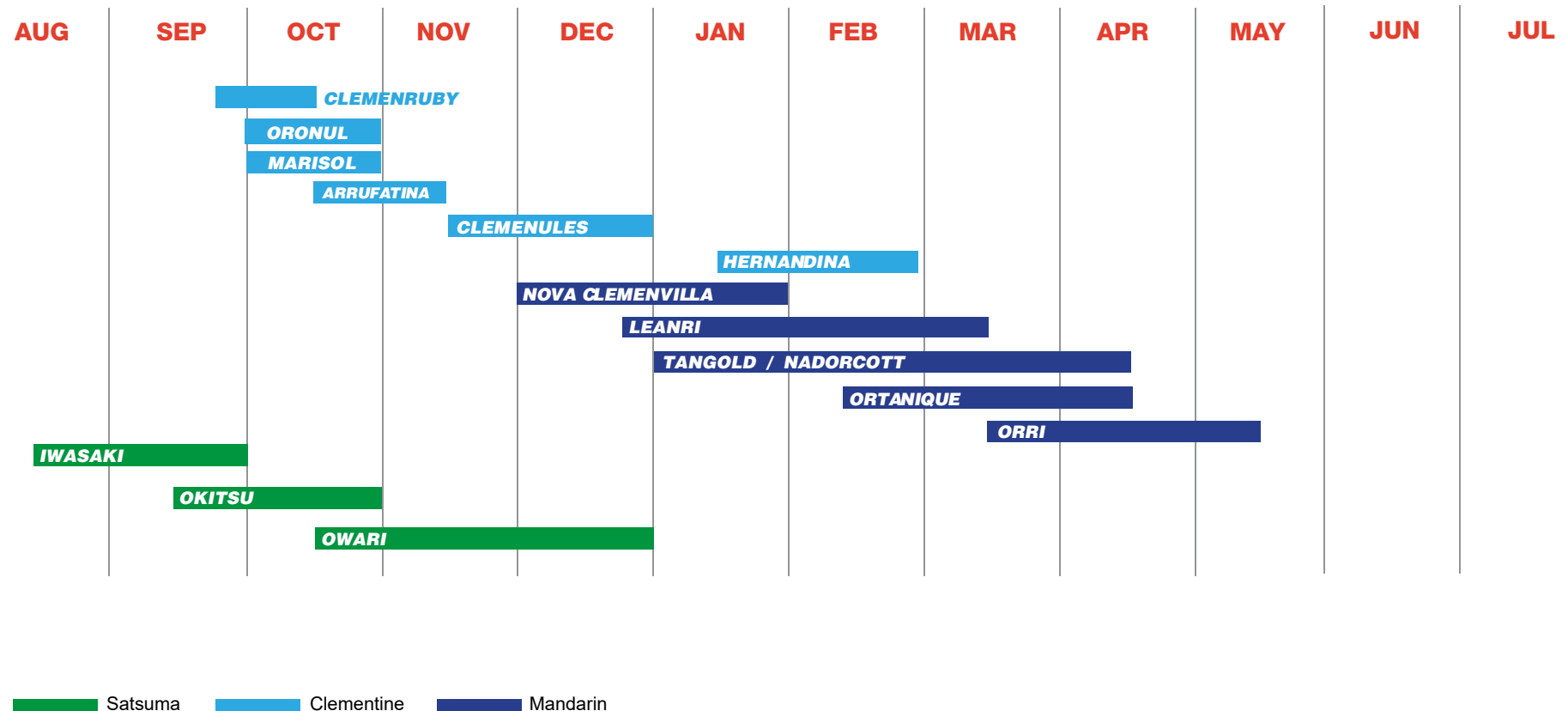
to have the best product is not enough. It needs to be at the right place, at the right moment and at the right price. Everything starts at the clients necessities, from this point of view we design our plans to anticipate to problems avoiding extra costs. All our team has also internalised the concept “always on time”, to make this sure we assign a different responsible person in every area of the fields, pack houses and offices for each of our key client to make sure that the right fruit is with right conditions at the right moment at destiny.

To have the best varieties helps to give service to our clients from the first day until the last day of the season. We also have a wide range of packaging solutions and the possibility to adapt our production to new trends or specific needs that may arise at any moment of the season. Fast response and flexibility is the key for a good service.

Varietal Calendar

PRODUCTION

Clementine & Mandarin

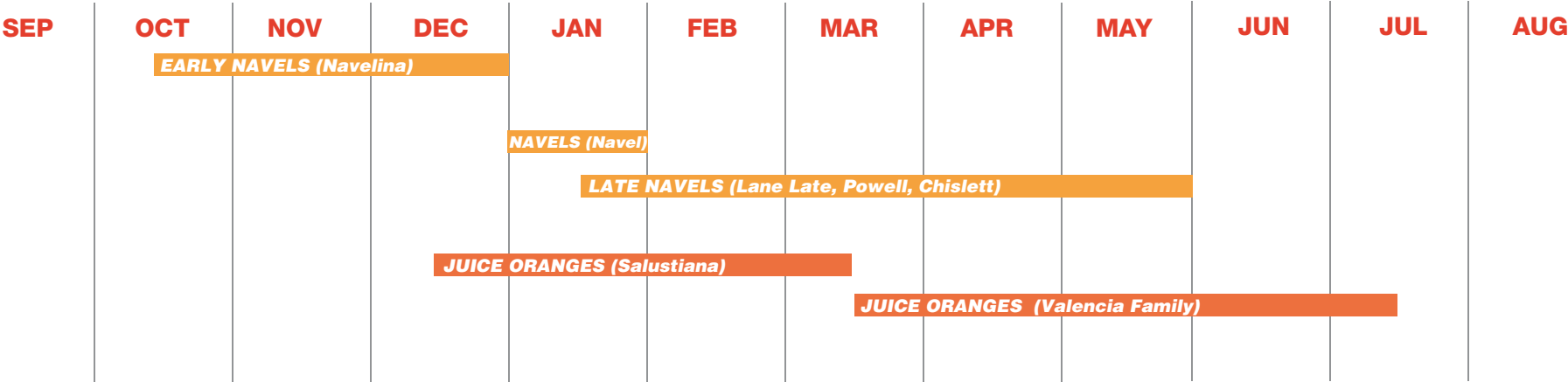




Varietal Calendar

PRODUCTION

Oranges



 Navels  White oranges

PACKAGING



PACKAGING





New Varieties



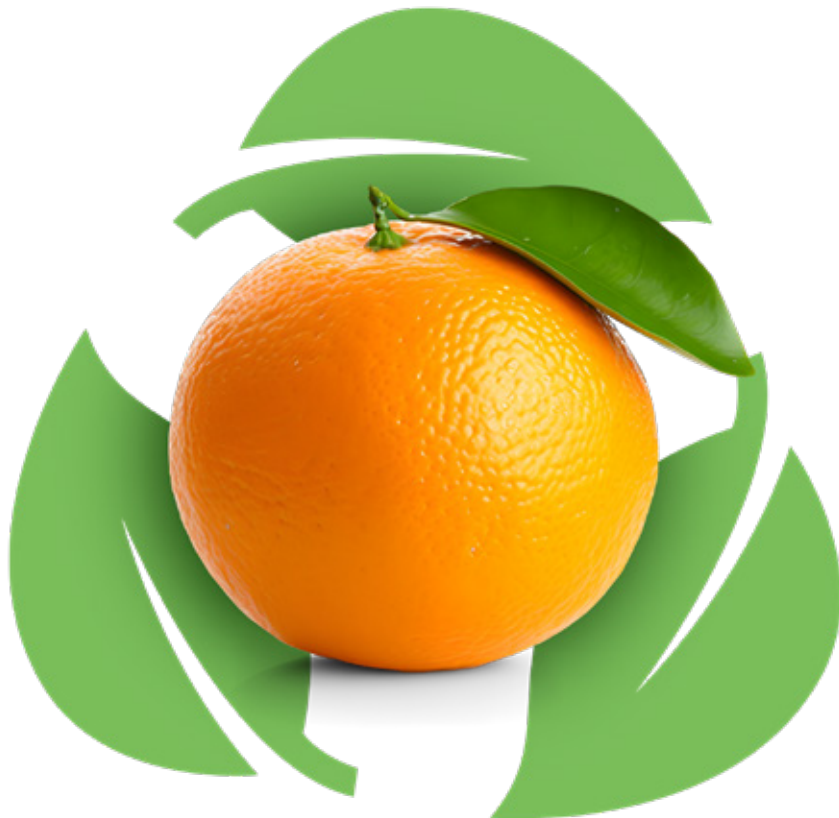
R & D

Garciaballester group has the varietal innovation on its blood; we've always been pioneers on commercializing the newest and best varieties in the market as we did in the past with clemenules, later on with fortune variety as the first variety created to prolong the season, positioning since the very beginning as one of the key players in nadorcott and now being one of the biggest growers of Leanri at Spain by the hand of Fruitalyst.

We also have been one of the propellants of the ICCSA (Sociedad investigación citrícola de Castellón) which is a citriculture research association, an ambitious European project organized to study citrus genomics, in which our CEO, Jorge García Vicent, as president of the ICCSA association and other 11 associated growers and exporters are studying and developing new varieties that suits the market necessities for the coming future. ICCSA currently uses a 10 hectare farm for its research work on more than 14,000 new varieties of mandarins and oranges. This project also aims to find new growing techniques and post harvest processes from a sustainability point of view in order to give R+D+i solutions for the whole citrus production process.

At the fields evolving from traditional harvesting to precision agriculture is a process in which we are also immersed in keeping the traditional knowledge but taking advantage of the latest harvesting technologies using satellites and drones.

At the packhouses we always like to have the latest technologies like our new Maff Roda calibrator and all the different automated packaging systems. Right now we are, together with a local tech company, developing a layering machine to standardize the packaging of the layered boxes reducing the cost and improving the control of the quality.



Sustainability

We are firstly growers, and sustainability is the key to survive in the long run for the growers. This is something that Spain has learned during last years and we are evolution to being more sustainable step by step, looking for synergies of sustainability, efficiency and cost reducing. A perfect example is the treatment of the herbs at the orchards; we used to manage it by chemical solutions to kill the herbs which looked like the most efficient/cheaper way. By studying the harvesting as a global we've discovered that managing the herbs in a mechanical way helps to have a better equilibrium of the predator-prey insects which has allowed us to reduce pesticides helping the environment and reducing our final total cost. Next step was to support this natural herb cover and natural predator-prey equilibrium by doing flyaway of predator insects.

Water is also very important, our region, Castellón, hasn't got water problems since we are one of the areas in Spain with more underground water reserves but we want to keep this reserves on the long run and also keep them clean with no contaminating products that filter to the aquifers (when irrigation exceeds what the tree can "drink" the rest of water with fertilisers goes to underground water reserves). We've put in our fields, and recommend to our associated growers, water sensors at the surface and at 30, 60 and 120cm deep to measure the humidity and adapt irrigation to the sensors. This has allowed us to reduce water waste up to 40% and no contamination of aquifers.

Energy is also very important and we are changing all the plumbing systems at fields to solar energy powered and we have installed solar energy at our packhouse to be more efficient and sustainable.



Our commitment: we do care

GROWERS

garciaBallester group is not only a exporter but a producer. This allows us to control the quality and disponibility of the product in every moment of the season.

We directly grow more than 100 hectares and approx 500h together with our partners (SAT el Naranjo and big growers partnership) ... which about 85 are Leanri and 150 nadorcott

EMPLOYEES

Last season we had an average number of employees of 286 people.



Traceability

IA DATABASE

Monitoring control in real time using AI and performing our orchards.
Shared whit our clients.



OUR KEY VALUES



Best quality and price.



The right products focus on flavor and customer satisfaction.



Sustainability is a main strategy for us. GB Group invests in Agrotech following the best practices for the field, monitoring orchards, saving water and creating a chain from the field to the final customer.



Overmore our packing station recycles raw materials, and uses solar energy.



Total service, adapting strategies and products. We can create specific programs from the orchard, following the required needs/preferences of the customer.



We build a team relation with our clients, Being a team and working together we follow to obtain the best final consumer experience.



GB oficial Navelgold and Clemengold supplier in north hemisphere

Our history began many years ago, even before the varieties. and the labels were commercialized. garciaBallester and Fruit-
talyt started their work with the same fruit passion and values.
We share philosophy and the way we like to focus on agricultu-
re, that's why we can be proud to be family partners and
suppliers.

ClemenGold® and the other members of the 'gold' family, inclu-
ding LemonGold®, HoneyGold® and NavelGold®, treat citrus
lovers the world over with premium products. Expect citrus at its
very best!



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