

# D|C

**DC Group  
(Dyer Coriat Family)**

“A diversified and international  
Peruvian economic Group”

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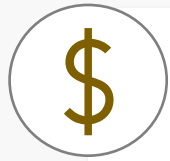
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## DIC Group Overview



Sales  
2023 BU

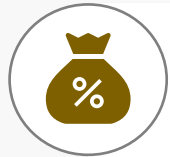
**USD 841mm**

Sales 2022: USD698mm  
CAGR 2007-2023: 12%



Investments  
2003-2022

**USD 1.6bn**



EBITDA  
2022 BU

**USD 136mm**



Transactions in capital markets  
2005-2022

**USD 1.3bn**



Employees

**+26,000<sup>(1)</sup>**



Assets  
2022

**+USD1.5bn**

(1) Includes Camposol employees during peak season.

## DIC Group Board of directors

### Owners (2 founders):

- Samuel Dyer Ampudia
- Rosa Coriat Valera

### Owners (3 siblings):

- Samuel Dyer Coriat
- Piero Dyer Coriat
- Jackeline Dyer Coriat

### Independent directors:

- Jorge Kuryla
- Gonzalo Echeandia
- Piero Ghezzi

## Sound corporate governance practices

■ Independent directors    
 ■ DIC directors    
 ■ Minority shareholder director



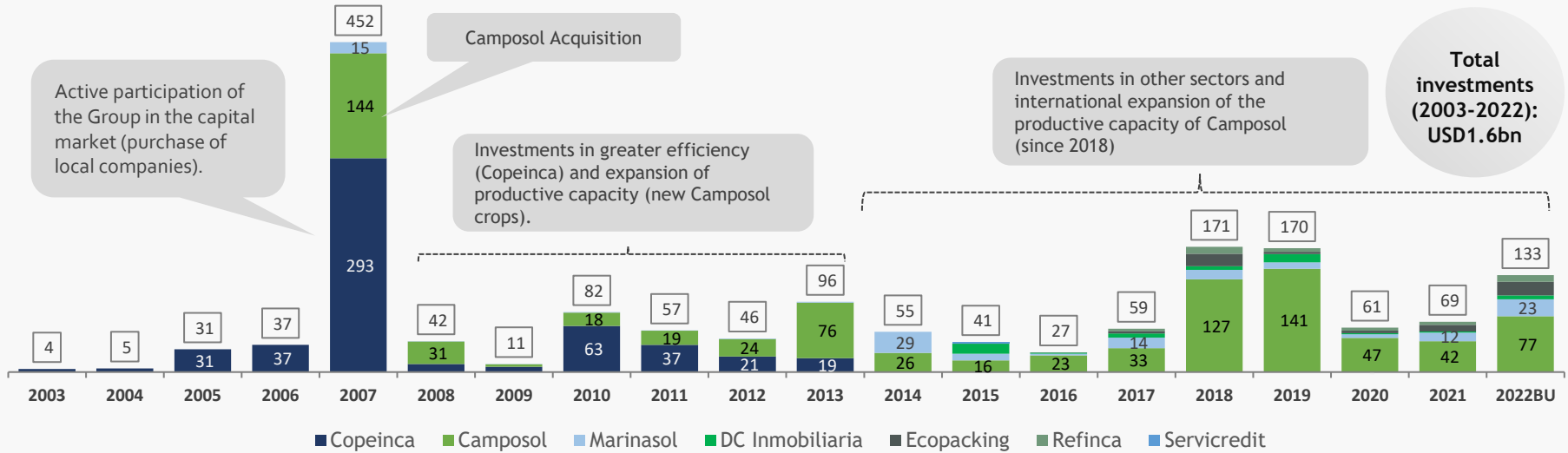
## Organizational structure



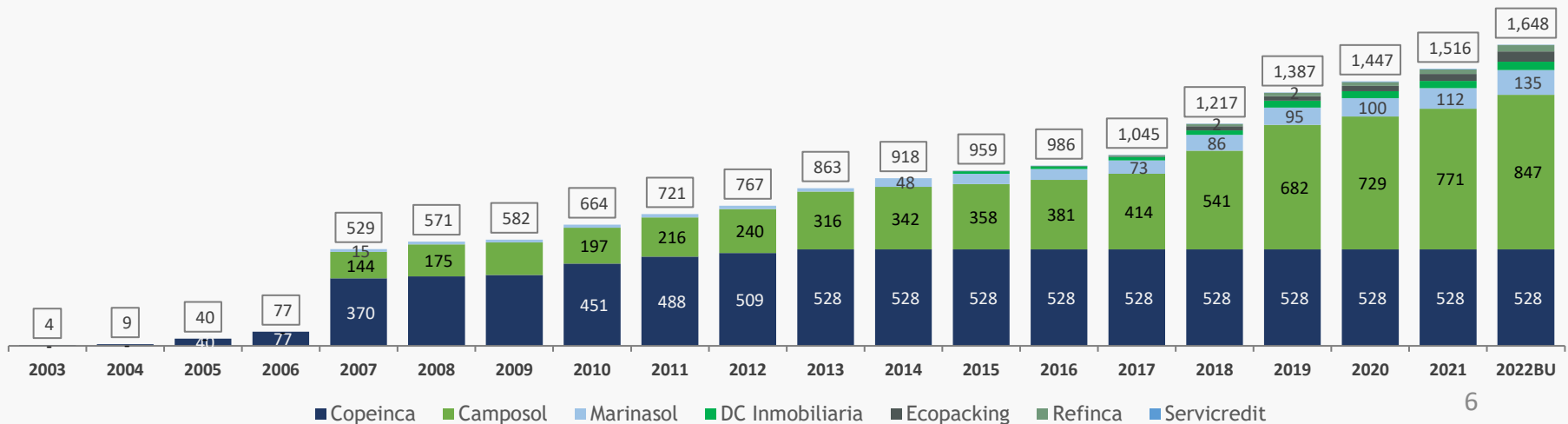
*“For an adequate governance, the members of the Dyer Coriat family do not occupy management positions in operating companies.”*

|                                  |   |   |  |  |
|----------------------------------|---|---|--|--|
| <p><b>Sold Business</b></p>      | <br>Sector: Fishing (1994-2013)   |   |  |  |
| <p><b>Expansion business</b></p> | <br>Sector: Agroindustrial (2007-present)  | <br>Sector: Aquaculture (2007-present)   | <p>D C<br/>GRUPO INMOBILIARIO</p> <p>Sector: Social housing development (2015-present)</p> <p>Sector: Rental properties (2017-present)</p> <p>Sector: Landbank (more than 30,000 has in Peru, Colombia, Uruguay and Spain)</p> | <p><b>ECOPACKING</b></p> <p>Sector Packaging (2015-present)</p>  |
| <p><b>Recent projects</b></p>    | <br>Sector: Forestry (2017-present)<br><br><i>Meet the internal demand for wood products through the plantation of 21,000 has of eucalyptus</i> | <br>Sector: Microfinance (2017-present)<br><br><i>Provide financial services to small business and individuals with limited access to credit in the country</i> | <p>DC   CAPITAL</p> <p>Sector: Financial services (2020-present)</p> <p><i>Identify investment opportunities with focus on "growth from the core"</i></p>  | <br>Sector: Minería (2022-present)<br><br><i>Copper and silver concentrate Potential for polymetallic.</i> |

Investment during the last 20 years (in USDmm)



Investments during the last 20 years (accumulated, in USDmm)



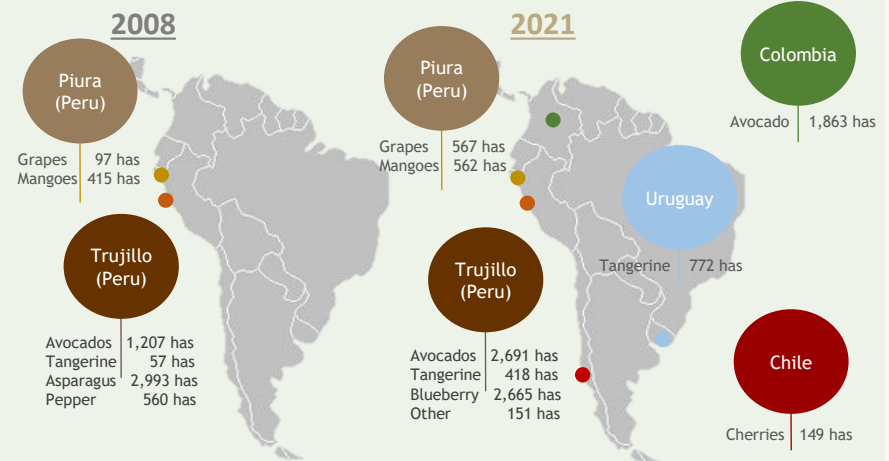


# Successful operation, aiming to become a year-round fruit supplier D|C

Camposol continues growing along the path that strengthens it as a world class company

- Integrated agro-industrial company acquired by the group in 2007. It was listed on Oslo Børs Exchange and was de-listed in 2013.
- Issued Sustainability Reports since 2008.
- The world's largest independent blueberry and avocado plantation. A total of 17,400 has (9,477 thousand planted and only 59% at peak yield phase).
- Third private employer in Peru. It employs worldwide ~22,000 direct workers in high season.
- CAMPOSOL obtained the Export Excellence Award 2018 in the Innovation category granted by ADEX.
- Operations in Peru, Colombia Uruguay and trials in Mexico and Chile.
- Commercial offices in USA, Europe and China.
- Focus on healthy fresh products: blueberries, avocados, mangoes, grapes and tangerines.

## Replicating the proven successful agroindustrial model...



Has planted: 5,329

Has planted: 9,890

Harvest calendar:

|  | JAN        | FEB | MAR | APR       | MAY | JUN | JUL | AUG | SEP        | OCT | NOV | DEC |
|--|------------|-----|-----|-----------|-----|-----|-----|-----|------------|-----|-----|-----|
|  | ●          | ●   | ●   | ●         |     |     | ●   | ●   | ●          | ●   | ●   | ●   |
|  | + Colombia |     |     | ●         | ●   | ●   | ●   | ●   | + Colombia |     |     |     |
|  |            |     |     |           |     |     |     |     | ●          | ●   | ●   | ●   |
|  |            |     |     | + Uruguay |     |     | ●   | ●   | ●          |     |     |     |
|  | ●          | ●   | ●   |           |     |     |     |     |            |     |     | ●   |

*The Merco Talent 2018 study acknowledged CAMPOSOL as one of the more beguiling organizations for attracting and holding talents at a national level (Top100)*

Marinasol, focus on competitive farming cost and future growth through intensive farming

- Marinasol, once subsidiary company of Camposol is dedicated to the shrimp business.
- Presence throughout the entire value chain; from larval breeding, shrimp pond management and processing.
- First shrimp producer and exporter in Peru.
- Company owns three processing plants and is the largest producer of shrimp in northern Peru with around 3,000 employees. It currently has 919 hectares dedicated to shrimp farming (out of which 130 are producing through intensive farming).
- Due to lower prices (covid-19) the Company has reduced its production cost and aims to maintain global cost-competitiveness.
- Further R&D and multi-phase initiatives are in place.

## Marinasol shrimp farming



Open pond

Intensive pond

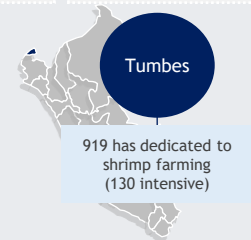
Multi-phase ponds

|                          | Open pond | Intensive pond | Multi-phase ponds |
|--------------------------|-----------|----------------|-------------------|
| Density (individuals/m2) | 21        | 300            | 175               |
| Yield (Kg/Ha)            | 2,500     | 40,000         | 39,000            |
| Harvest / year           | 3.5       | 3.7            | 4.9               |
| Annual yield (Kg/Ha)     | 8,500     | 148,000        | 120,000           |
| Average cost (USD/Kg)    | 3.4       | 3.5            | 3.4               |
| Average weight (Gr/unit) | 22        | 21             | 30                |
| End weight (Gr/unit)     | 24        | 25             | 32                |
| Final Harvest (%)        | 95%       | 60%            | 80%               |

2008



2021



Harvest calendar:



*Intensive ponds have shown impressive results to-date. Competitive farming cost, further R&D and multi-phase initiatives, represent a clear opportunity to become an important player in the region.*



# Prioritizing product quality and customer service

Ecopacking seeks to provide a comprehensive packaging solution for the agro-exporters

- ECOPACKING meets the growing demand for packaging products from agro-exporters.
- The strategic location of the facilities allow the company to produce and deliver goods prioritizing service to the main agroindustrial companies in Peru. It also allows exports to customers in the region.
- The company works with recycled materials and its products are recyclable. New investments will increase the product portfolio of the company (Cartonplast and injected plastic boxes).

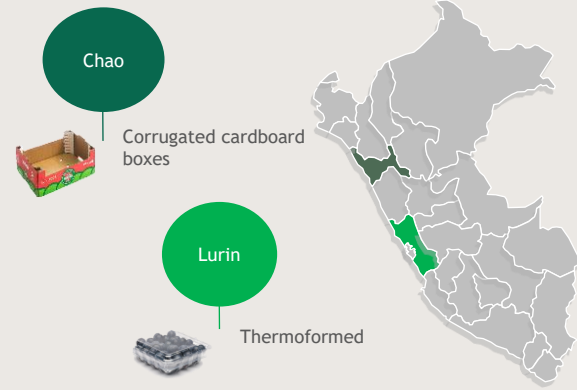
### PET thermoformed packages

- New equipment makes it possible to produce with 100% recycled materials.
- We seek to gain presence in the region through exports and production.

### Corrugated cardboard boxes

- Products are produced with virgin paper (necessary for agribusiness). Focus on attending the peruvian market.

## Strategic location



## Seasonality

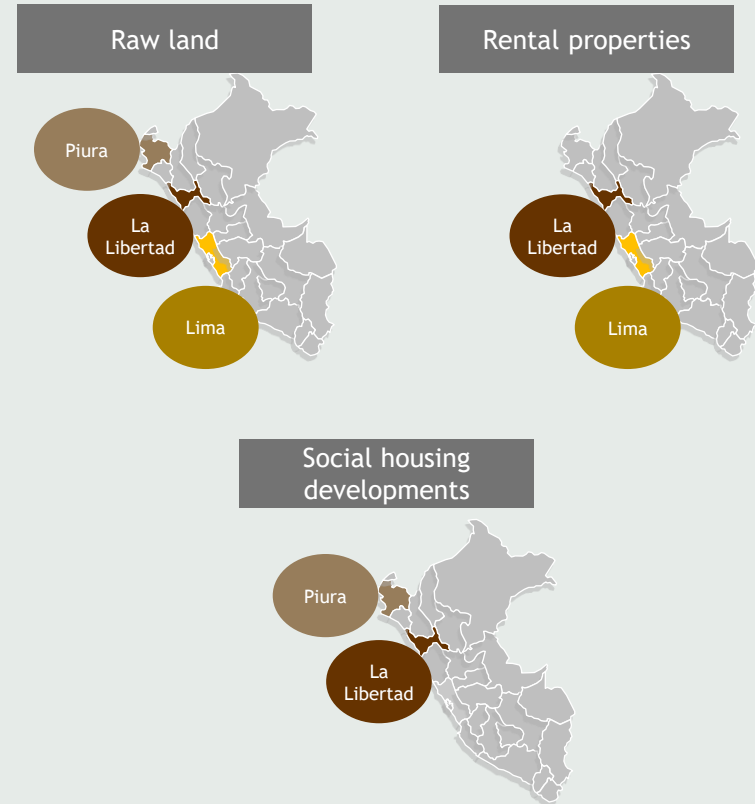
| Product     | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Blueberry   |     |     |     |     |     |     |     |     |     |     |     |     |
| Grapes      |     |     |     |     |     |     |     |     |     |     |     |     |
| Product     | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| Pomegranate |     |     |     |     |     |     |     |     |     |     |     |     |
| Avocado     |     |     |     |     |     |     |     |     |     |     |     |     |
| Citrus      |     |     |     |     |     |     |     |     |     |     |     |     |
| Mango       |     |     |     |     |     |     |     |     |     |     |     |     |
| Banana      |     |     |     |     |     |     |     |     |     |     |     |     |
| Blueberry   |     |     |     |     |     |     |     |     |     |     |     |     |
| Grapes      |     |     |     |     |     |     |     |     |     |     |     |     |
| Others      |     |     |     |     |     |     |     |     |     |     |     |     |

*As part of the proposed strategy, the company seeks to consolidate its product portfolio providing a comprehensive packaging solution for the agroindustry.*

# Replicate our successful social housing project in the country

DC Inmobiliaria seeks to figure in the top 3 ranking of the “Techo Propio” aid disbursement

- DC Grupo Inmobiliario, is the Real Estate initiative of the DC Group.
- Through the development of social housing projects, the company seeks to satisfy the lack of houses for the growing demand in many cities of Peru (it currently is developing 7 new projects in addition to its largest project in Chao, La Libertad).
- The company also has a property rent division, which involves the acquisition and development of industrial lots and prime offices for rent (it currently is evaluating the acquisition and development of storage facilities).
- Although the company possesses raw land for future development, it also has focus on the purchase of strategic raw land.



*The lack of affordable houses and the benefits of its development by the private sector will allow the company to gain presence in the main cities of Peru (authorities will avoid habilitation and basic services access implementation, associated to lots appropriation)*

# DIC seeks to diversify its portfolio with investments in new sectors



- REFINCA seeks to meet the growing local demand for wood, replacing imports with the reforestation of degraded areas and reducing the pressure on natural forest in Peru.
- The company currently has around 6,600 hectares available for planting (3,034 has planted) in the rainforest of Peru.
- This project constitutes the single largest private effort in the forestry industry in Peru.
- The company also has several trials involving native species and expects to scale its reforestation project with some of them soon.



- SERVICREDIT initial purpose was to provide social housing finance (in alliance with DC Inmobiliaria).
- Due to complications with the social housing aid fund in the country, it started granting credit solutions to small businesses.
- The company now seeks to provide financial services to small business and individuals with limited access to credit in the country. To do so it will invest in digitalization and will seek strategic alliances.



- Identify investment opportunities with focus on “growth from the core”.
- Provide FinCor advice to the Group’s operating companies.
- Evaluate investment opportunities beyond “the core”.



- Family Protocol, estate, philanthropic and tax planning.
- Family education & multi-generational planning.
- Lifestyle management services.

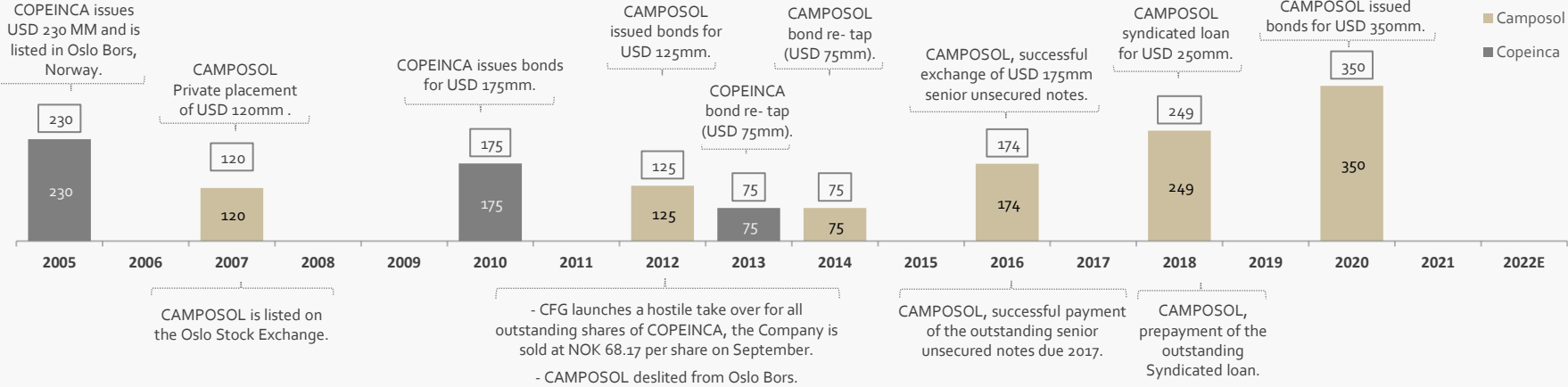


- Mining, Underground
- Copper and silver concentrate Potential for polymetallic.
- District of San Pedro de Coris, Churcampa Province, HuancavelicaPeru.

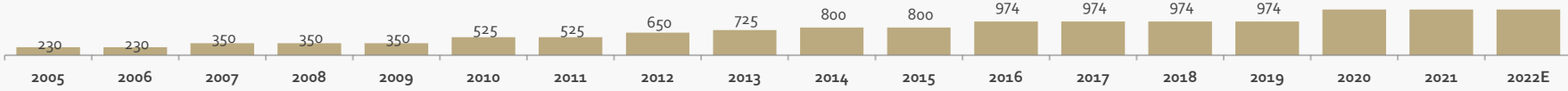
## Operational milestones

| 1940-1978   | 1978  | 1994   | 2000 - 2001   | 2007 - 2008  | 2015   | 2016 -2017   | 2018  | 2019  | 2020   | 2021   | 2022E   |
|---|---|--|---|--|--|--|---|---|--|--|---|
| <ul style="list-style-type: none"> <li>Transportation, hardware, logistics, restaurants, groceries, agriculture.</li> </ul> | <ul style="list-style-type: none"> <li>D&amp;C Group foundation.</li> </ul> | <ul style="list-style-type: none"> <li>COPEINCA foundation.</li> </ul> | <ul style="list-style-type: none"> <li>Family Protocol.</li> <li>Incorporation of Independent Directors.</li> </ul> | <ul style="list-style-type: none"> <li>Acquisition of Camposol.</li> </ul> | <ul style="list-style-type: none"> <li>Mar Verde Project is approved (beginning of the real estate initiative).</li> </ul> | <ul style="list-style-type: none"> <li>Acquisition of 7 floors (prime offices).</li> <li>PET thermoformed plant in operation.</li> </ul> | <ul style="list-style-type: none"> <li>REFINCA project is approved.</li> <li>Camposol acquires lands and plantations in Uruguay (tangerine) and lands in Colombia (avocado).</li> </ul> | <ul style="list-style-type: none"> <li>Corrugated cardboard project trials.</li> <li>Further investment in Camposol to become whole year fruit supplier.</li> </ul> | <ul style="list-style-type: none"> <li>DC Capital foundation.</li> </ul> | <ul style="list-style-type: none"> <li>Ecopacking obtained financing with Rabobank for USD25mm.</li> <li>DC Grupo Inmobiliario obtained financing with Scotiabank for USD13mm</li> </ul> | <ul style="list-style-type: none"> <li>Tests and operation of the new cartonplast plant (Ecopacking).</li> <li>Marinasol multi-phase ponds trials.</li> </ul> |

## Financial milestones



Accumulated capital market transactions (USD MM)



# A case of smart growth and success

## Foundation and consolidation of Copeinca in the Peruvian fishing sector

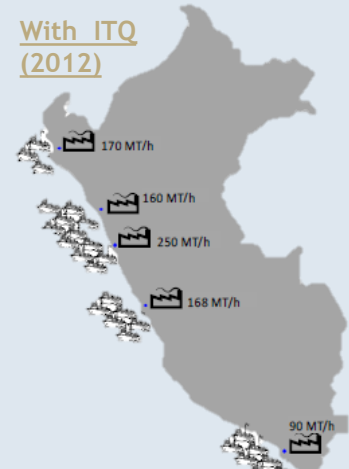
- Founded in 1994 by the Dyer Family and listed on the Norwegian Stock Exchange since January 2007 (around 500 shareholders).
- Third largest fish protein producer in the world (fishmeal and fish oil production from anchovy).
- Generates around 1,400 and 6,000 direct and indirect jobs, respectively.
- Sustainability Reports were issued since 2005. In 2012, it obtained the GRI A + rating.
- USD 100mm invested between 2009 and 2012 (technological conversion, PAMA and compliance with environmental standards). Around 75% of its raw material was refrigerated with state-of-the-art technology (unique in the country).
- Active member of the United Nations Global Compact, BASC, ISO 14001, OHSAS 18001, Friend of the Sea, among others.

### Efficiency via asset reduction (post ITQ)

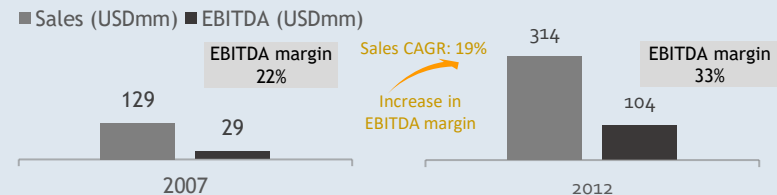
Before ITQ  
(2007)



With ITQ  
(2012)



|                                 |   |
|---------------------------------|---|
| 64 ships without refrigeration  | 28 ships, 75% with refrigeration system |
| 12 plants, 36% Steam Dried (SD) | 5 plants, 100% Steam Dried (SD)         |
| 2,200 workers                   | 1,400 workers                           |



*Considered among 100 companies with the best reputation and management of Social Responsibility in Peru and second in the fishing sector (“Gestion, November 27, 2012”)*