



**La Mereta**  
Coffee to the world ®

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# MANAGEMENT 20 22 REPORT



# INTRODUCTION

## CHAPTER ONE



# Introduction

## Chapter one

One more year has passed, and we can proudly say that we have managed to move forward and overcome obstacles without forgetting our commitment to sustainability, the surrounding community, and our country's economy.

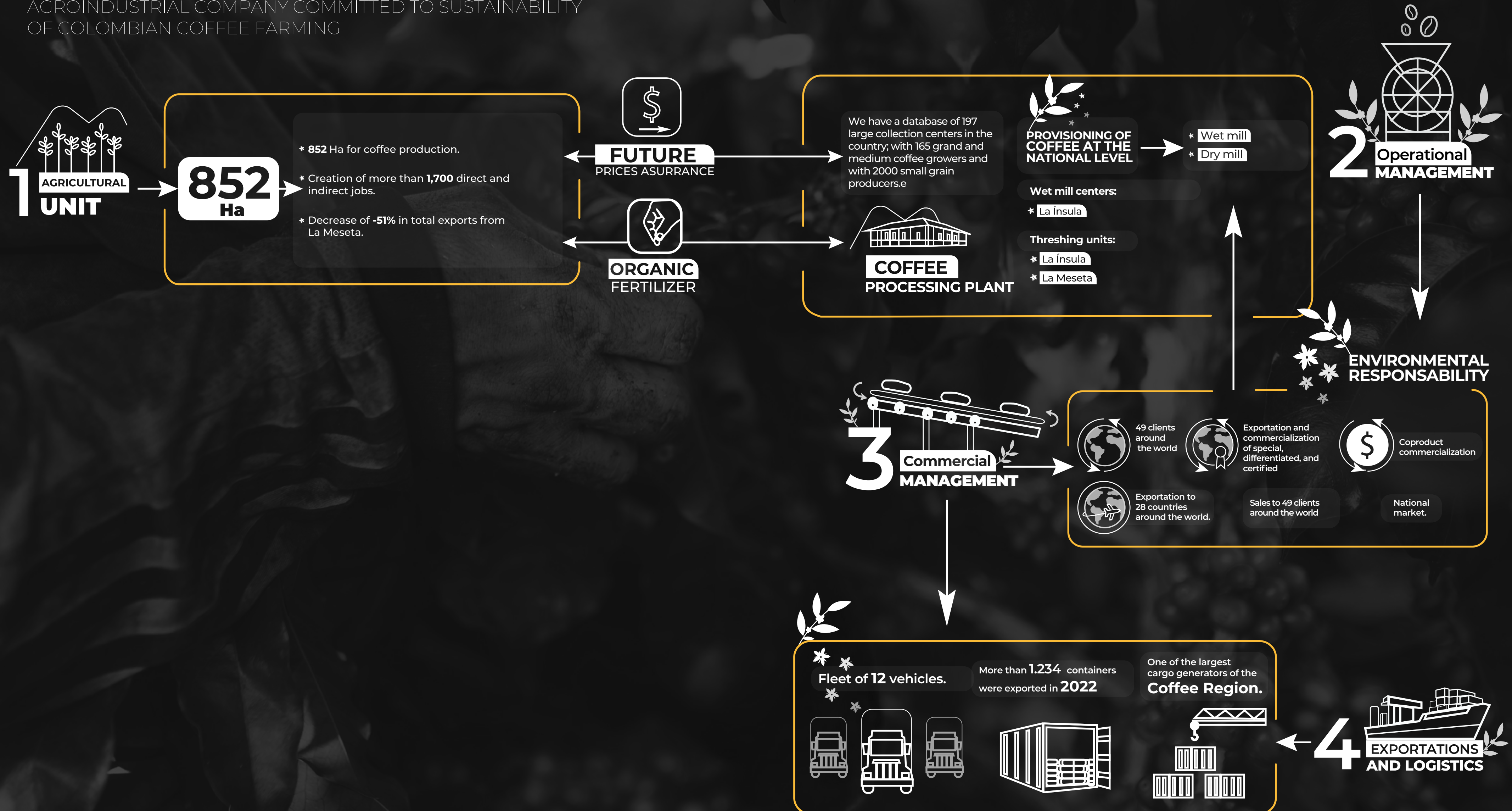
Coffee has become more than a drink and has become a lifestyle that, for us, translates into a passion, not only for its particular flavor and aroma but also for all the effort behind the production of each cup. This is why we strive every day to guarantee the quality that characterizes us and for which we work daily from the field and all the areas that are part of the coffee production chain.

This report shows how all the effort made during 2022 has made Compañía Cafetera La Meseta continue to be synonymous with growth for the region and the country by bringing the emblematic flavor of coffee to the whole world while generating new job opportunities for the region.

At Compañía Cafetera La Meseta, we believe in our people and are sustainable.

# LA MESETA COFFEE COMPANY S.A.

AGROINDUSTRIAL COMPANY COMMITTED TO SUSTAINABILITY  
OF COLOMBIAN COFFEE FARMING





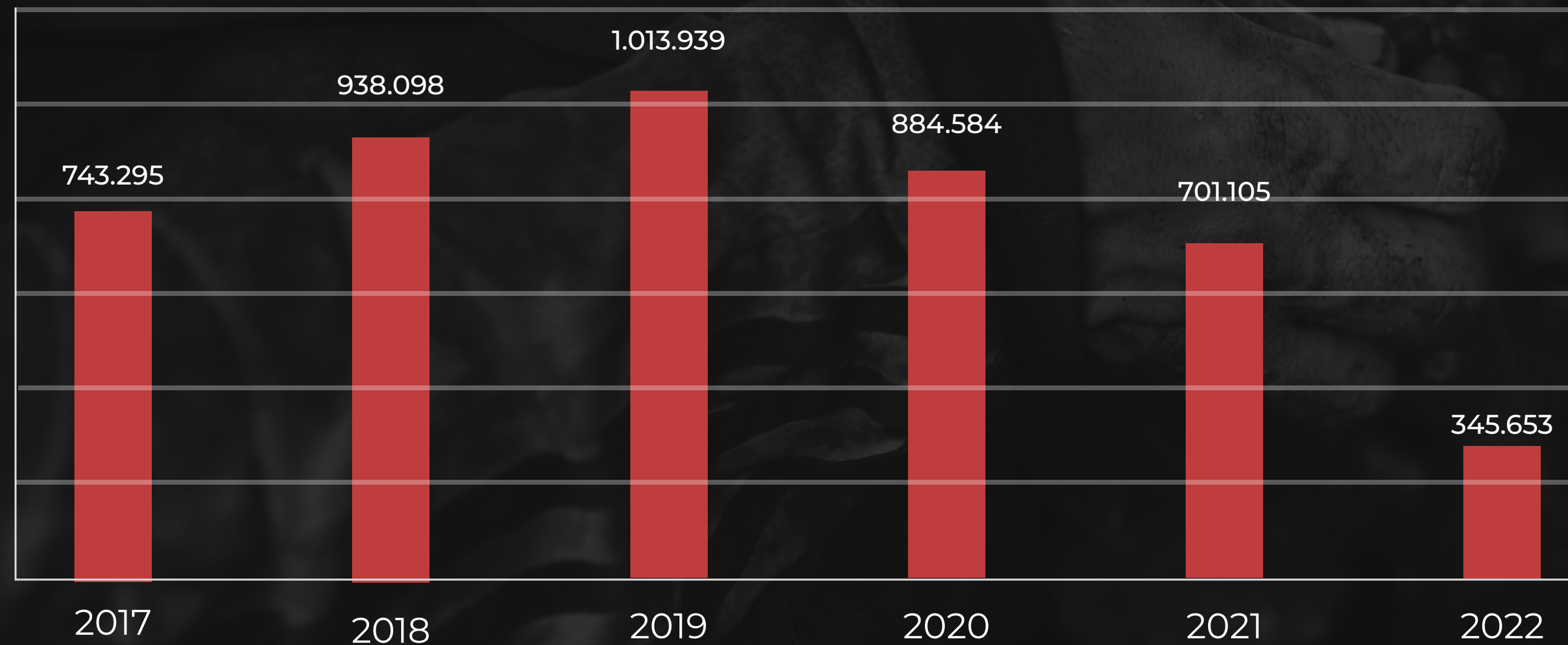
# **BUSINESS CONSOLIDATION**

## **CHAPTER TWO**

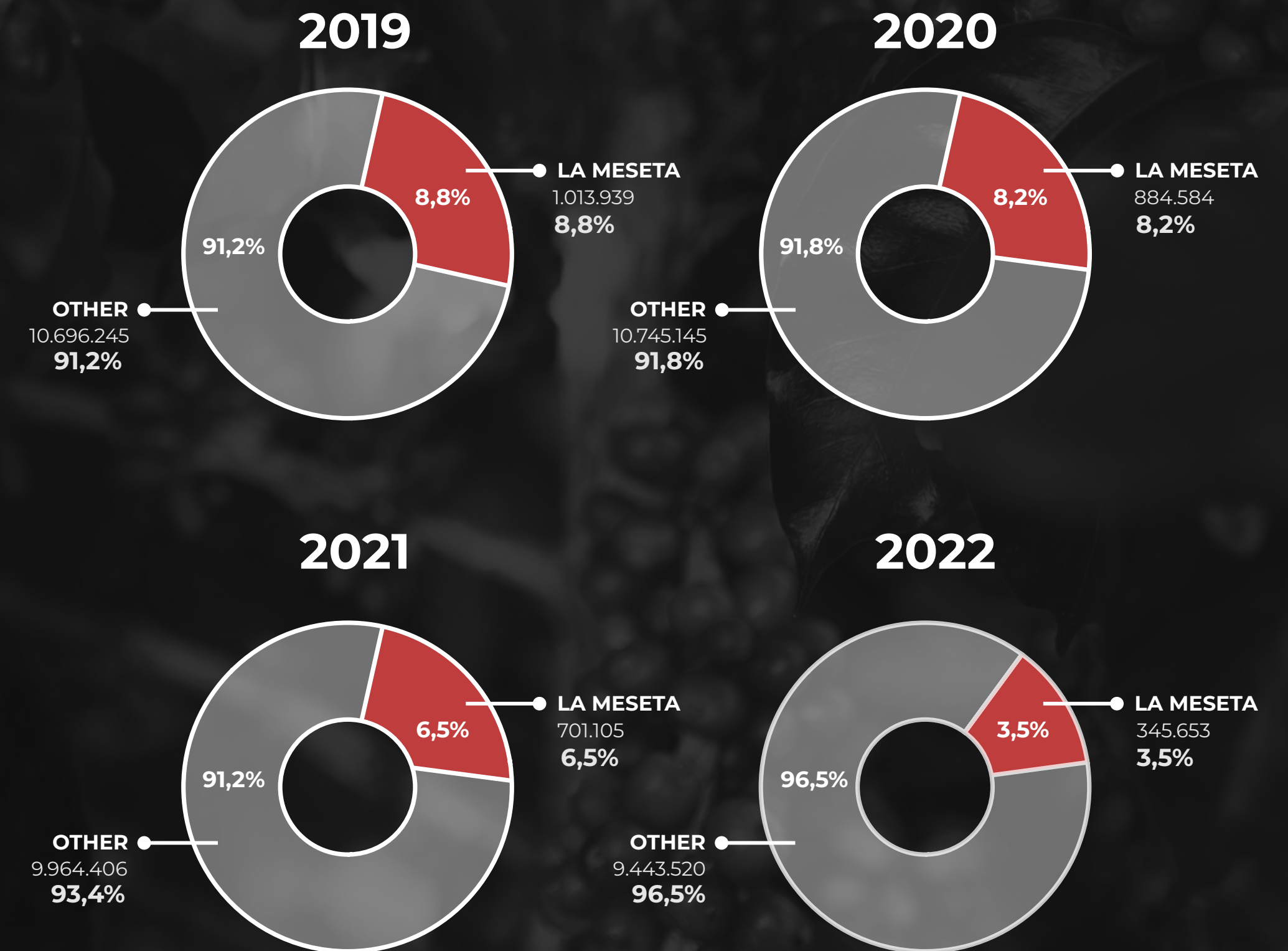


# 2.1 COMERCIAL

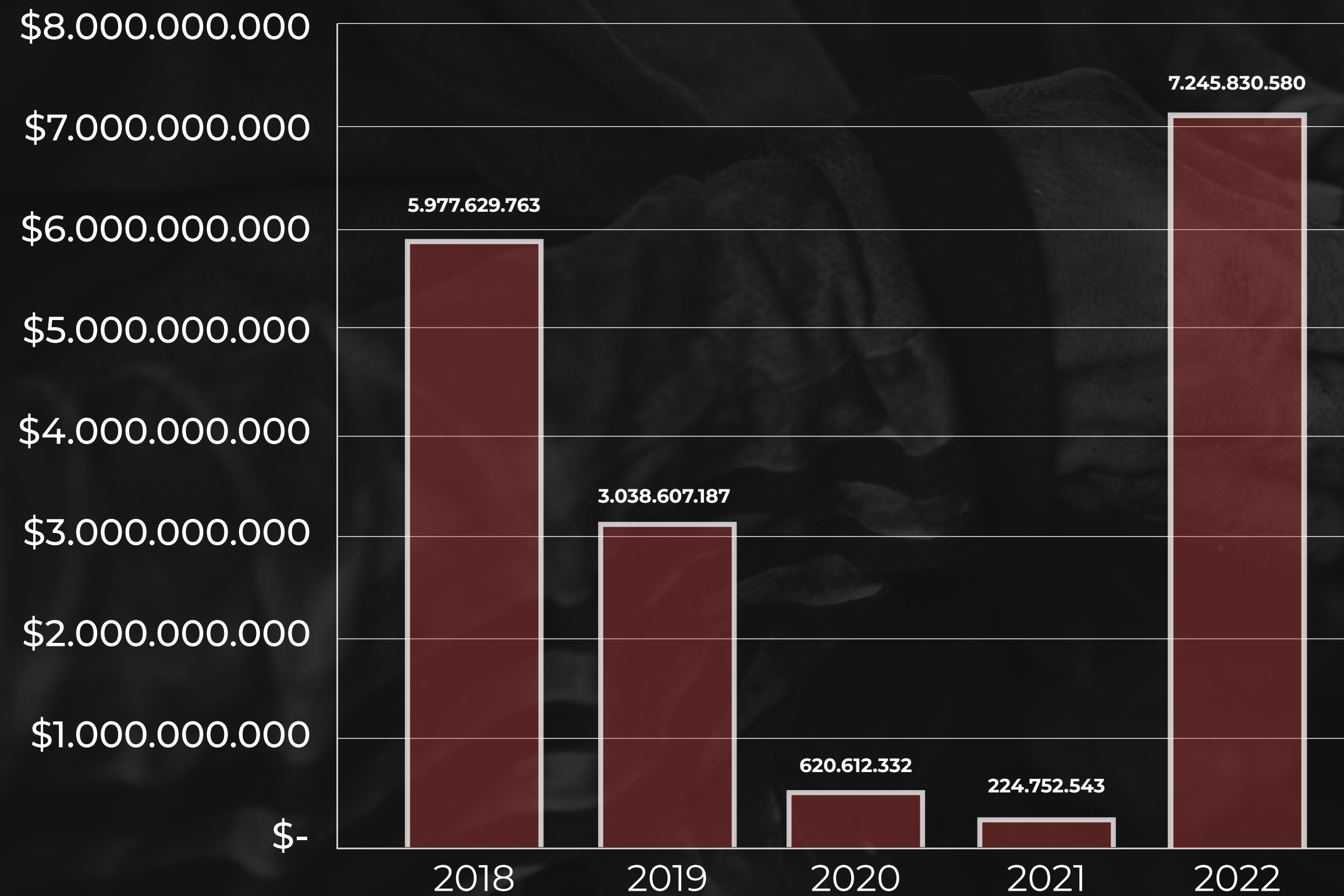
## 2.1.1 COMMERCIALIZED VOLUMES (SACKS PER 70KG)



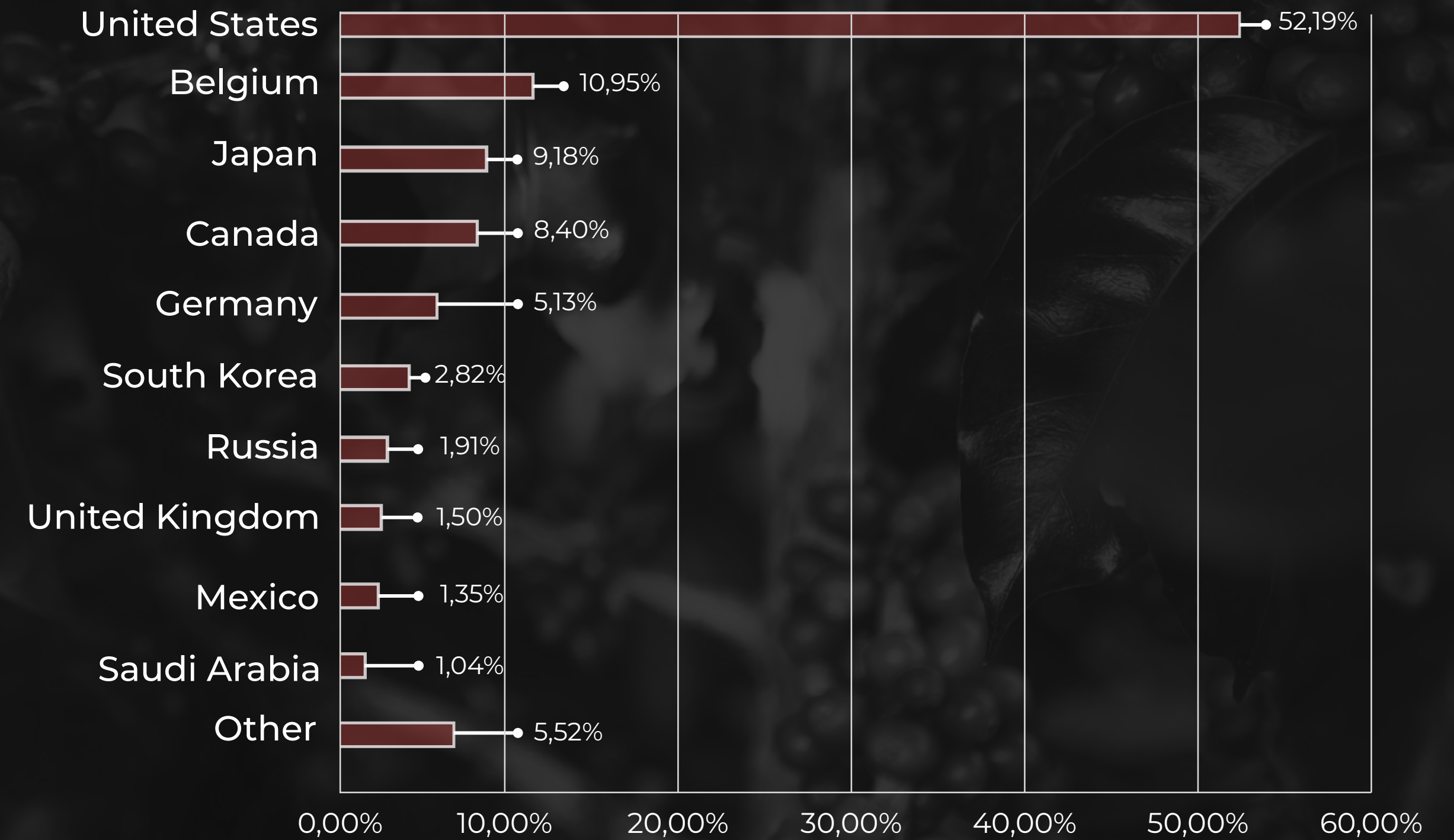
## 2.1.2 PARTICIPATION IN THE EXPORTATION MARKET (SACKS PER 70KG)



### 2.1.3 NATIONAL SALES EXCELSCO COFFEE (COP)



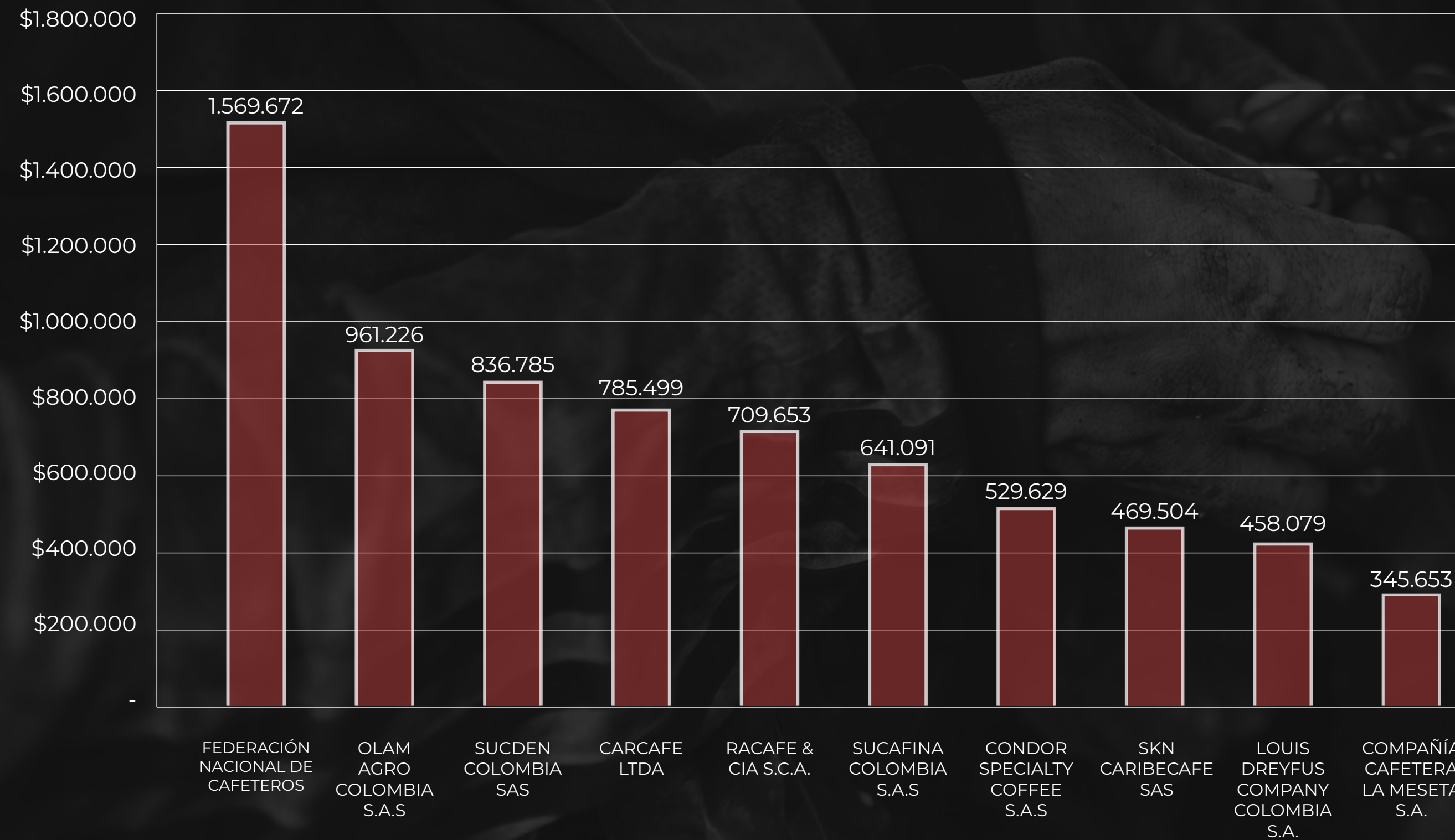
### 2.1.4 PARTICIPATION OF OUR EXPORTATIONS BY COUNTRY



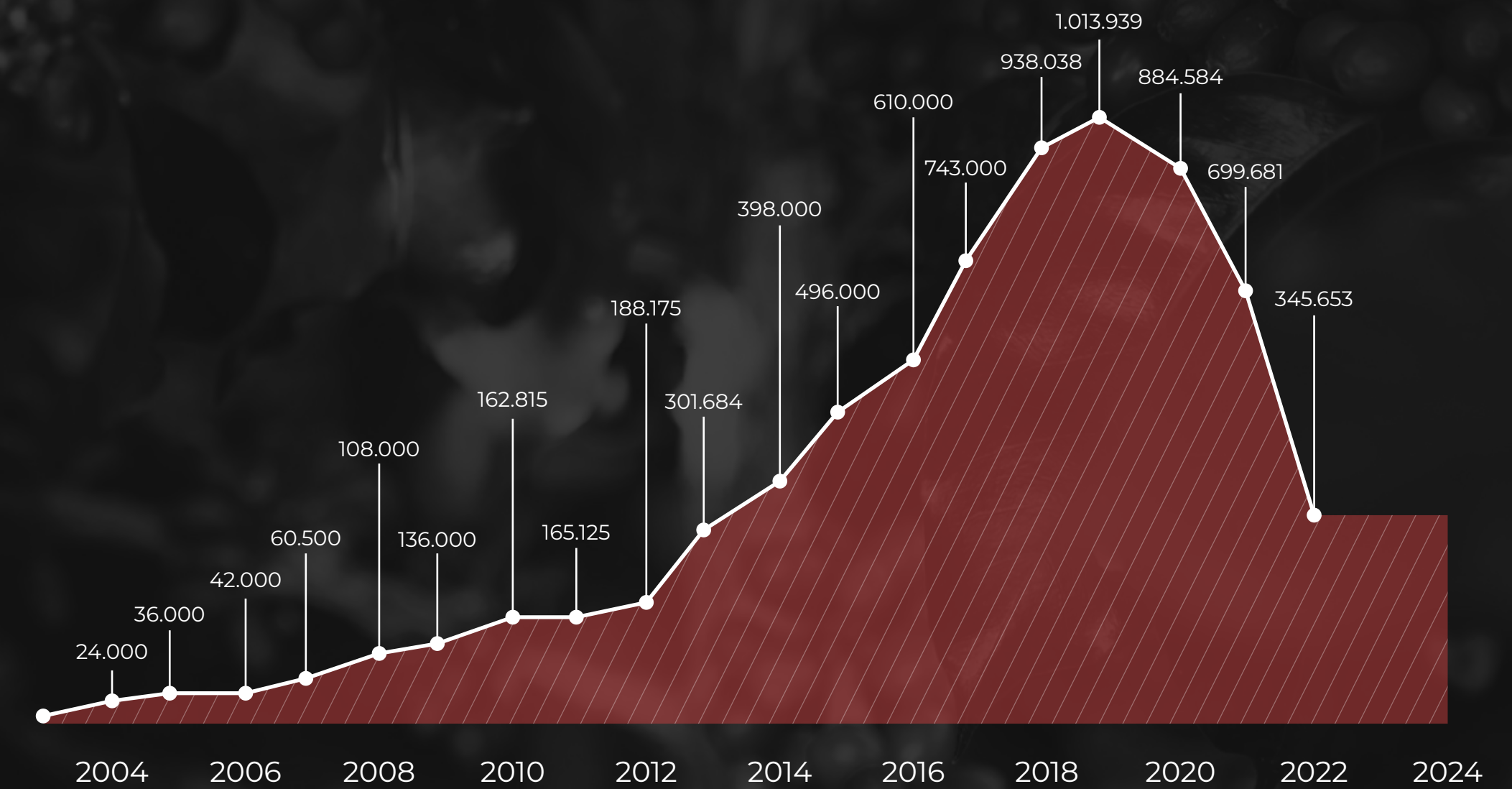
# Business consolidation

## Chapter Two

### 2.1.5 10 COLOMBIAN COFFEE EXPORTERS (EXCELSO COFFEE SACKS GREEN COFFEE)

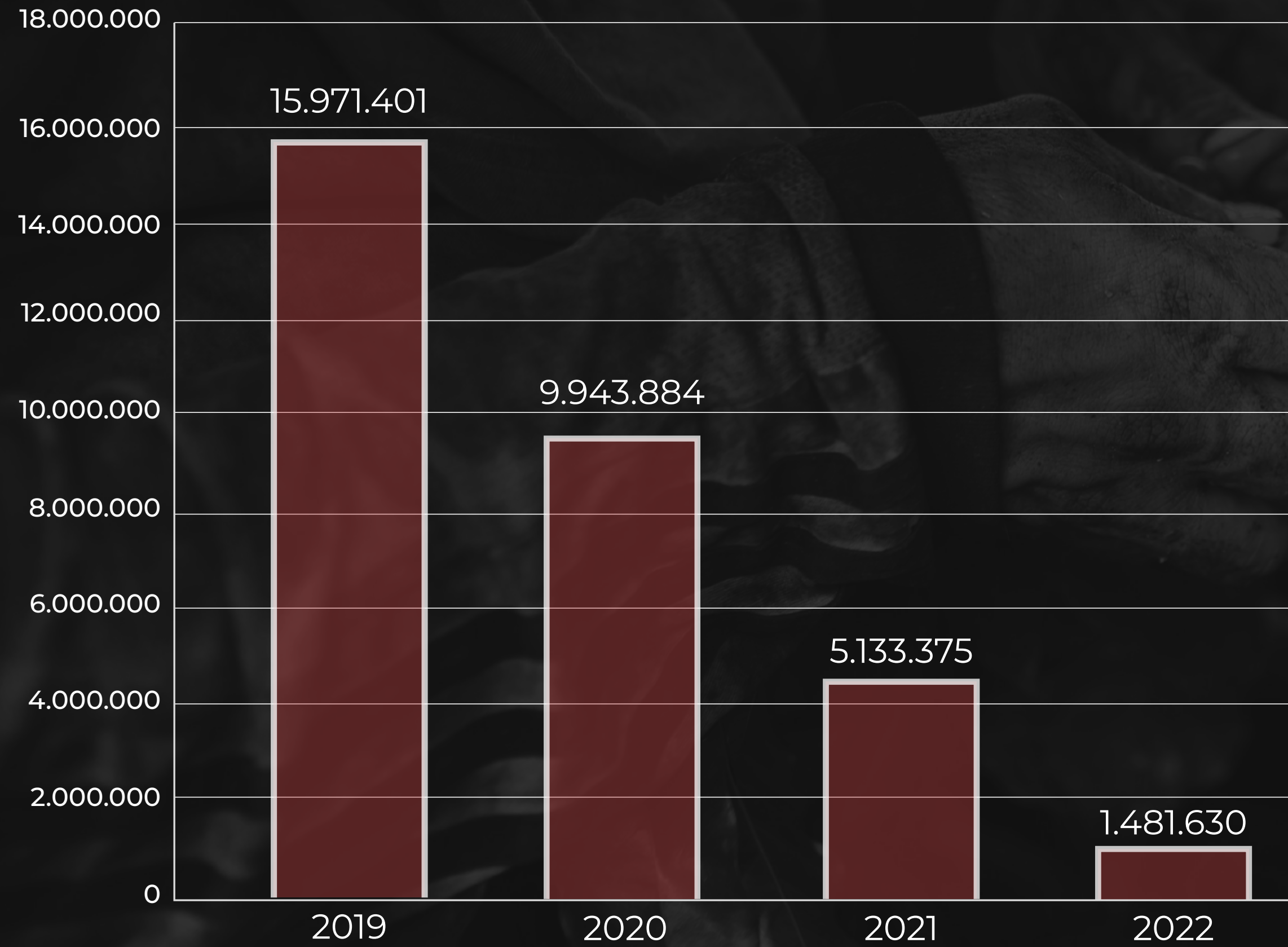


### 2.1.6 EXPORTS EVOLUTION (EXCELSOCOFFEE SACKS GREEN COFFEE)

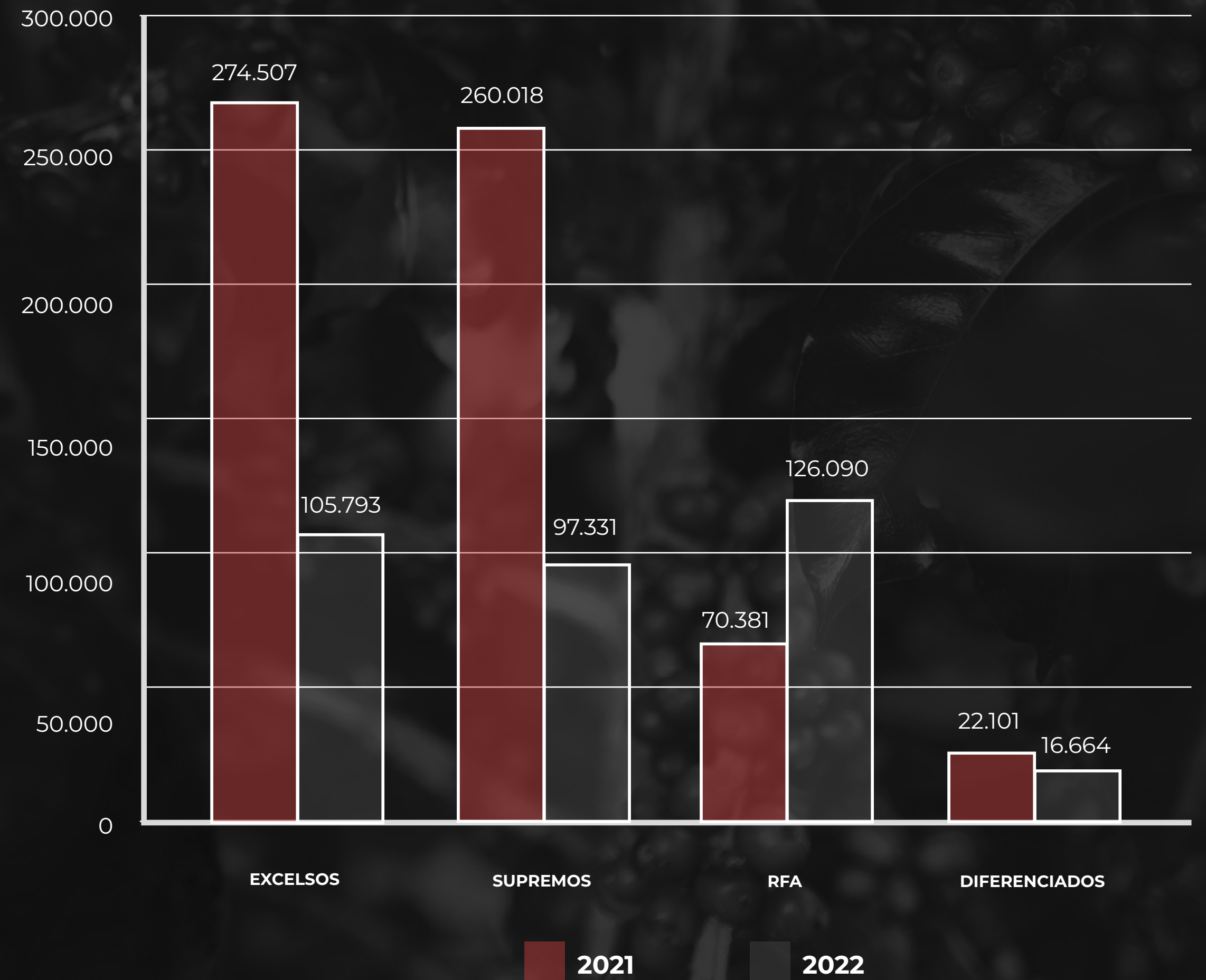




### 2.1.7 COPRODUCTS SALES (KG)



### 2.1.8 SALES COMPARISON 2021-2022



# 2.2 HUMAN TALENT

## 2.2.1 GENERATION OF DIRECT AND INDIRECT JOBS

### JOBS IN 2022

Main Thresher	170	Reduction of <b>26%</b>
Fixed Agricultural	76	Increase of <b>38%</b>
Temporary Agricultural	184	Increase of <b>38%</b>
Collectors (harvest)	700	Reduction of <b>16%</b>
<b>Total employment generation</b>	<b>1.130</b>	

**WE CONTINUE TO BE A SIGNIFICANT GENERATOR OF RURAL EMPLOYMENT**

## 2.2.2 FORMATION PROGRAMS

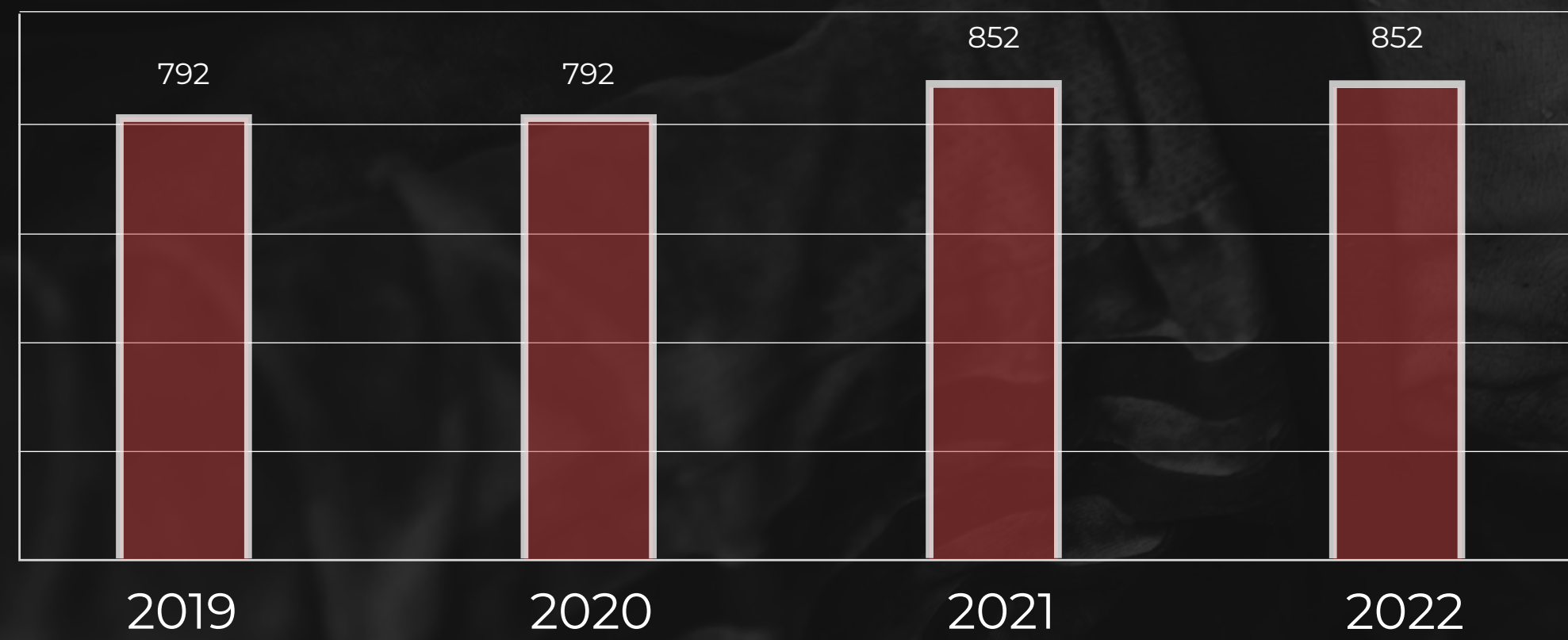
DETAIL	QUANTITY OF BENEFITED EMPLOYEES
Bachelor´s degree	7
Undergraduate	9
Specialization	2
Leadership school	29

Thinking that emotional well-being is very important, we continue with the agreement with IPS Pausa to provide psychological attention to our collaborators and their families.

Additionally, as the health of our collaborators is our priority, we have alliances with EPS to provide weekly medical attention in our facilities to our employees and their families.

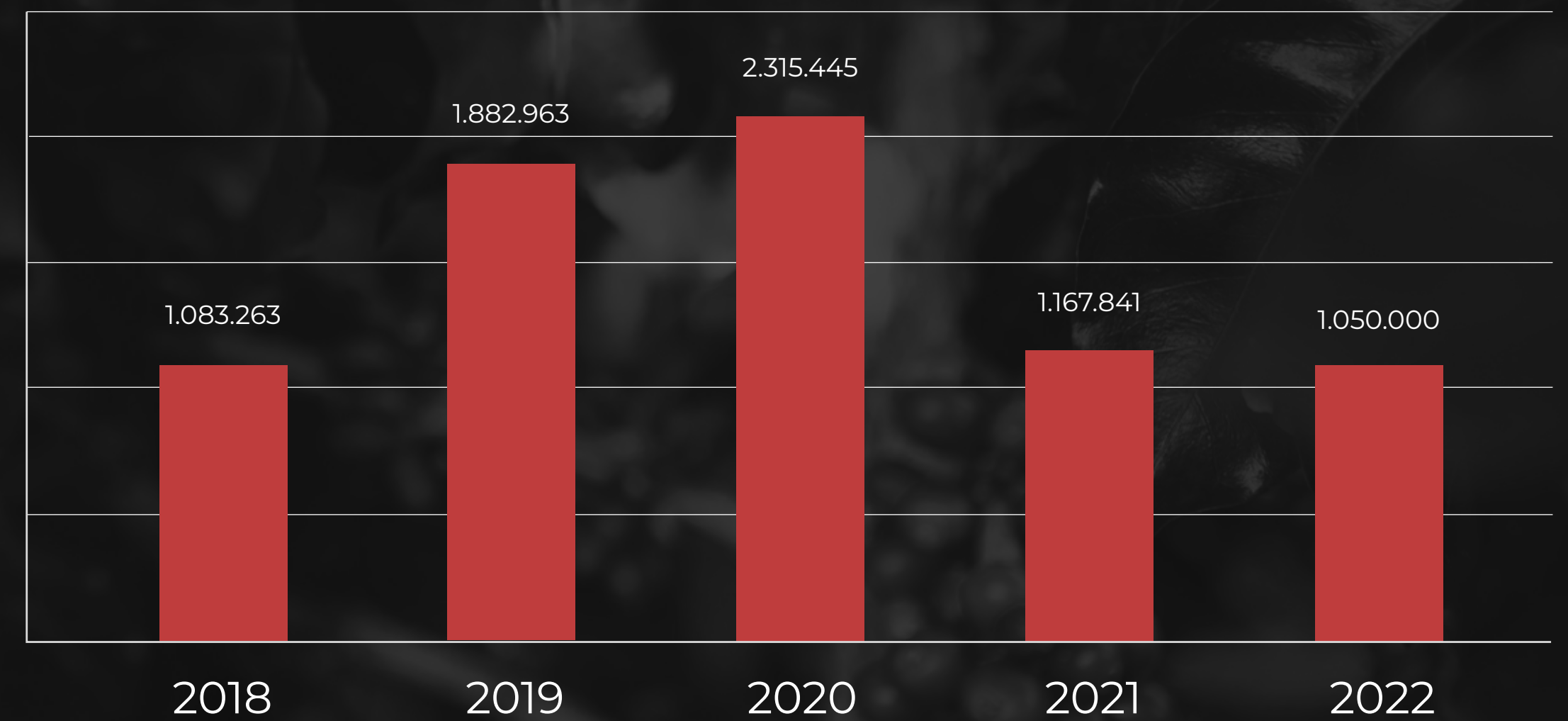
## 2.3 AGRICULTURAL

### 2.3.1 LANDS UNDER CULTIVATION (HA)



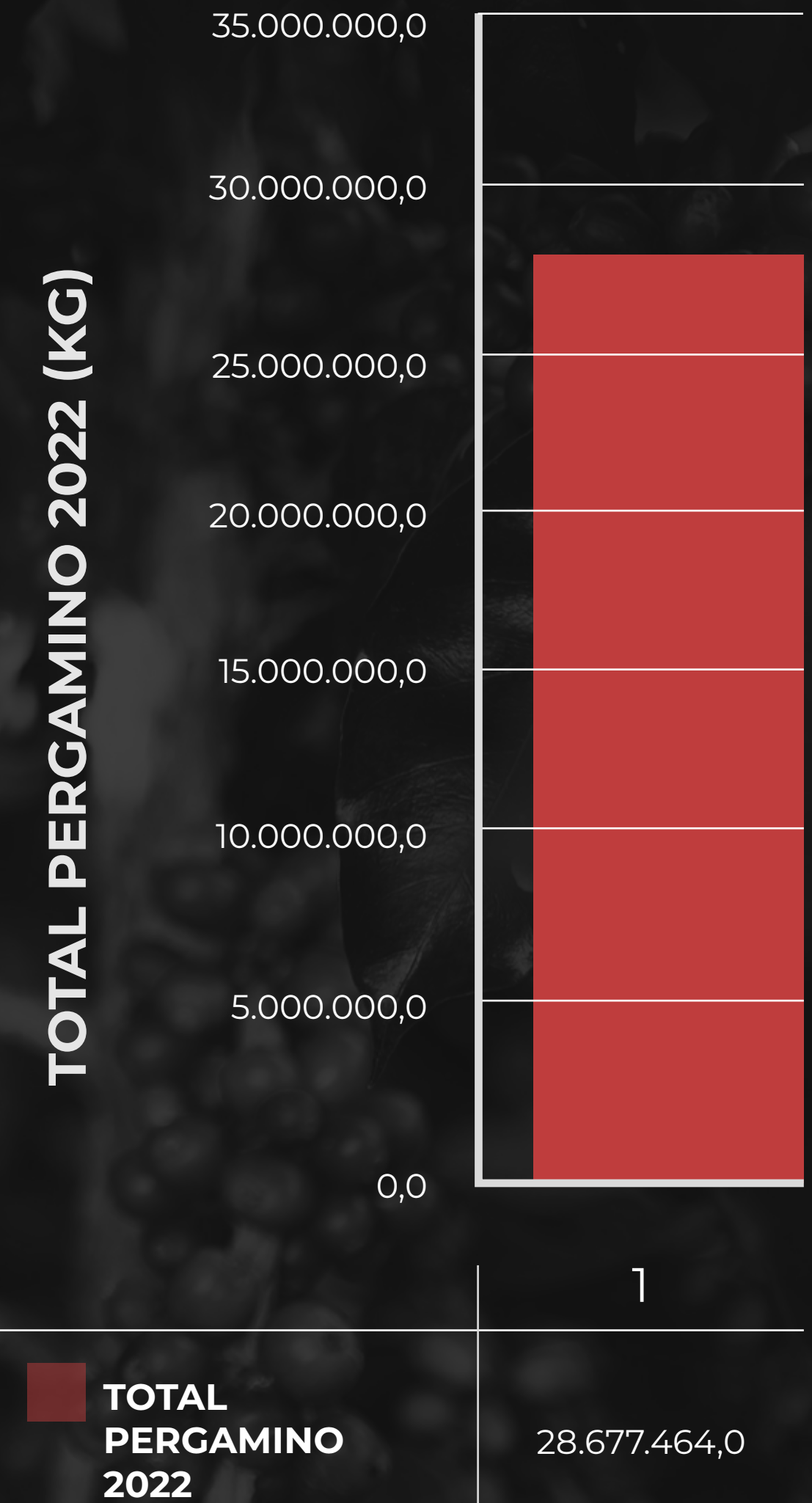
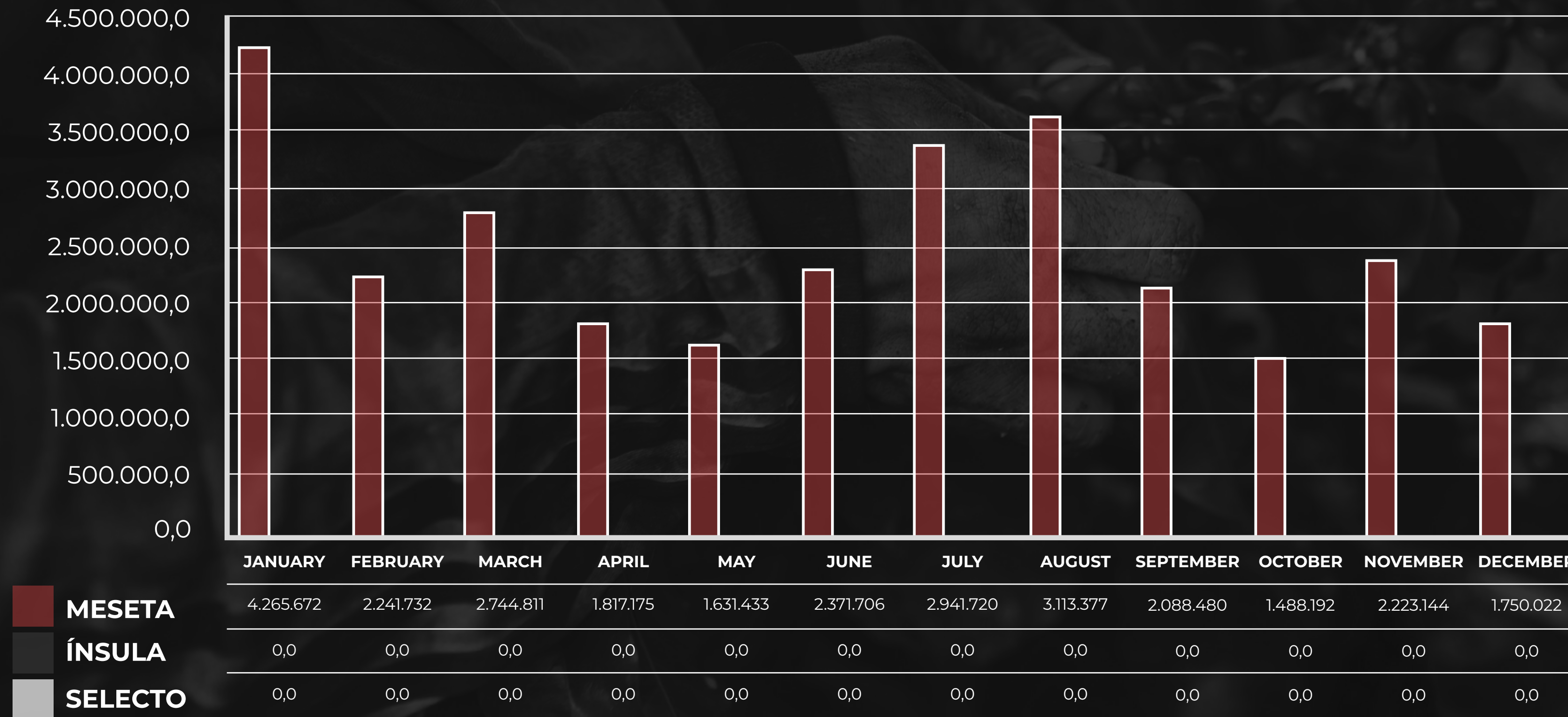
NUMBER OF TREES  
**4.934.164**

### 2.3.2 AGRICULTURAL PRODUCTION (KG OF DRY PERGAMINO COFFEE)



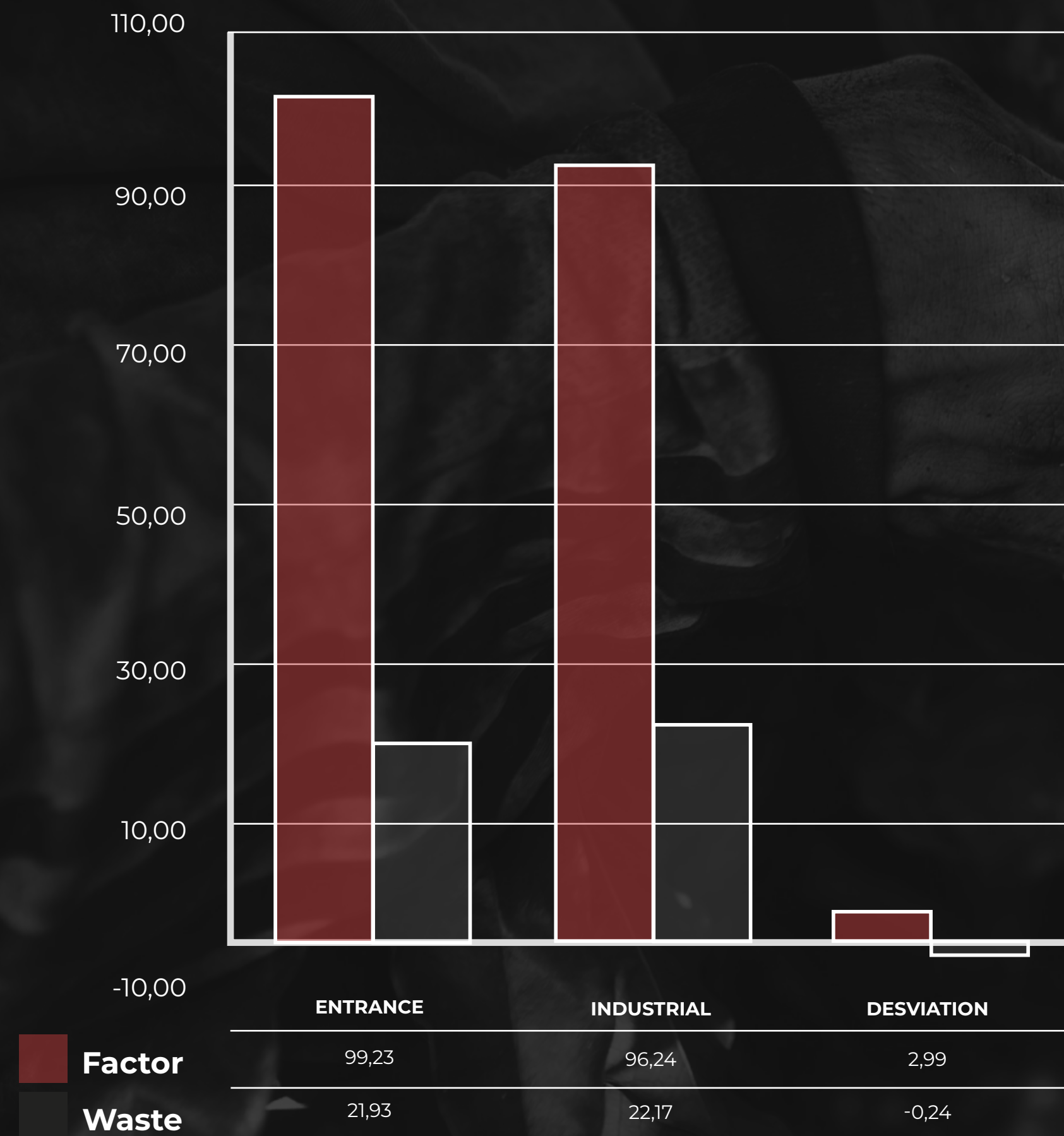
# 2.4 OPERATIONS

## 2.4.1 PERGAMINO MONTHLY AND TOTAL OF THE YEAR (KG)

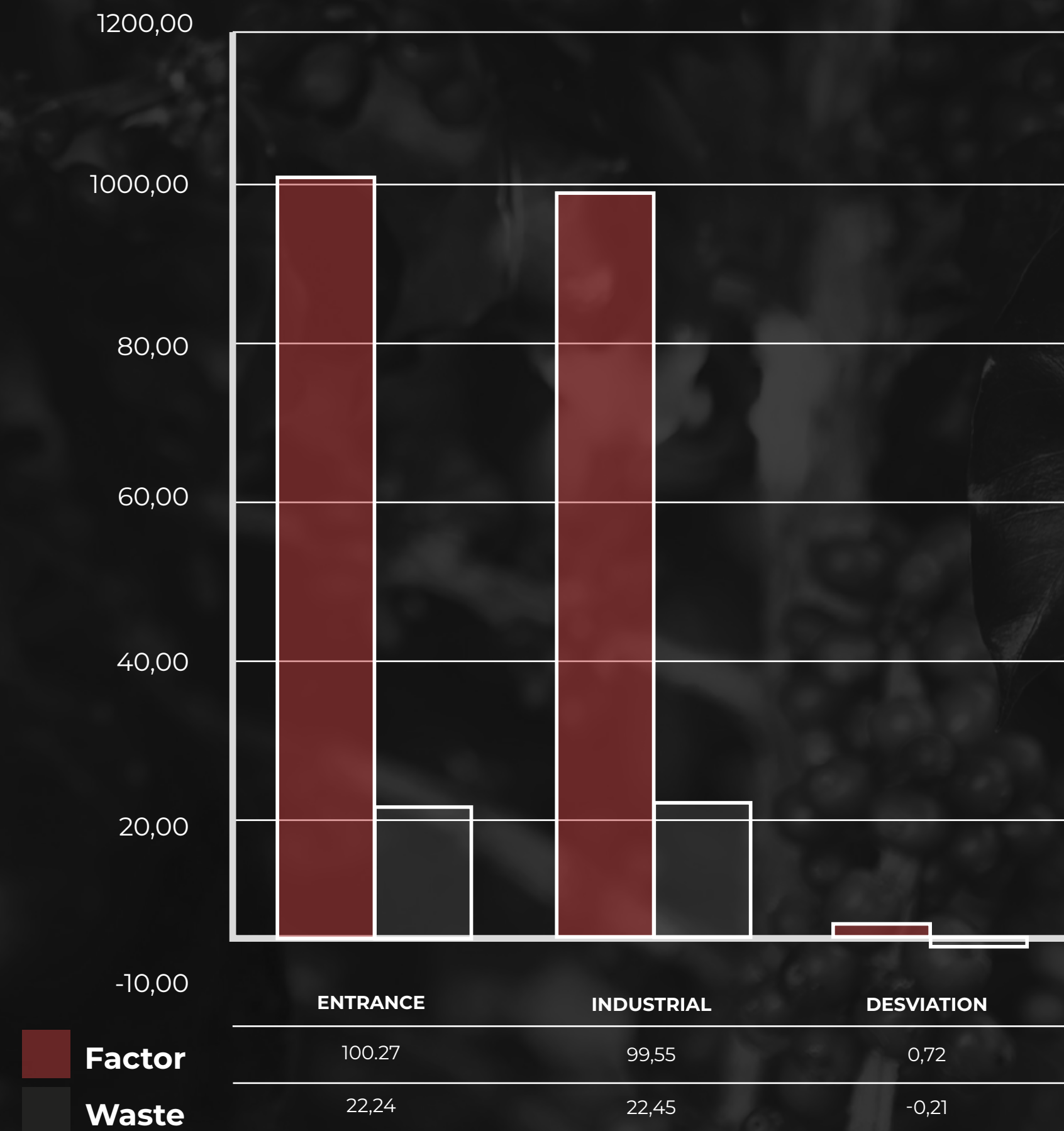


### 2.4.2 DEVIATION AND WASTE FACTOR (KG)

#### FACTOR AND WASTE 2022



#### FACTOR AND WASTE 2021

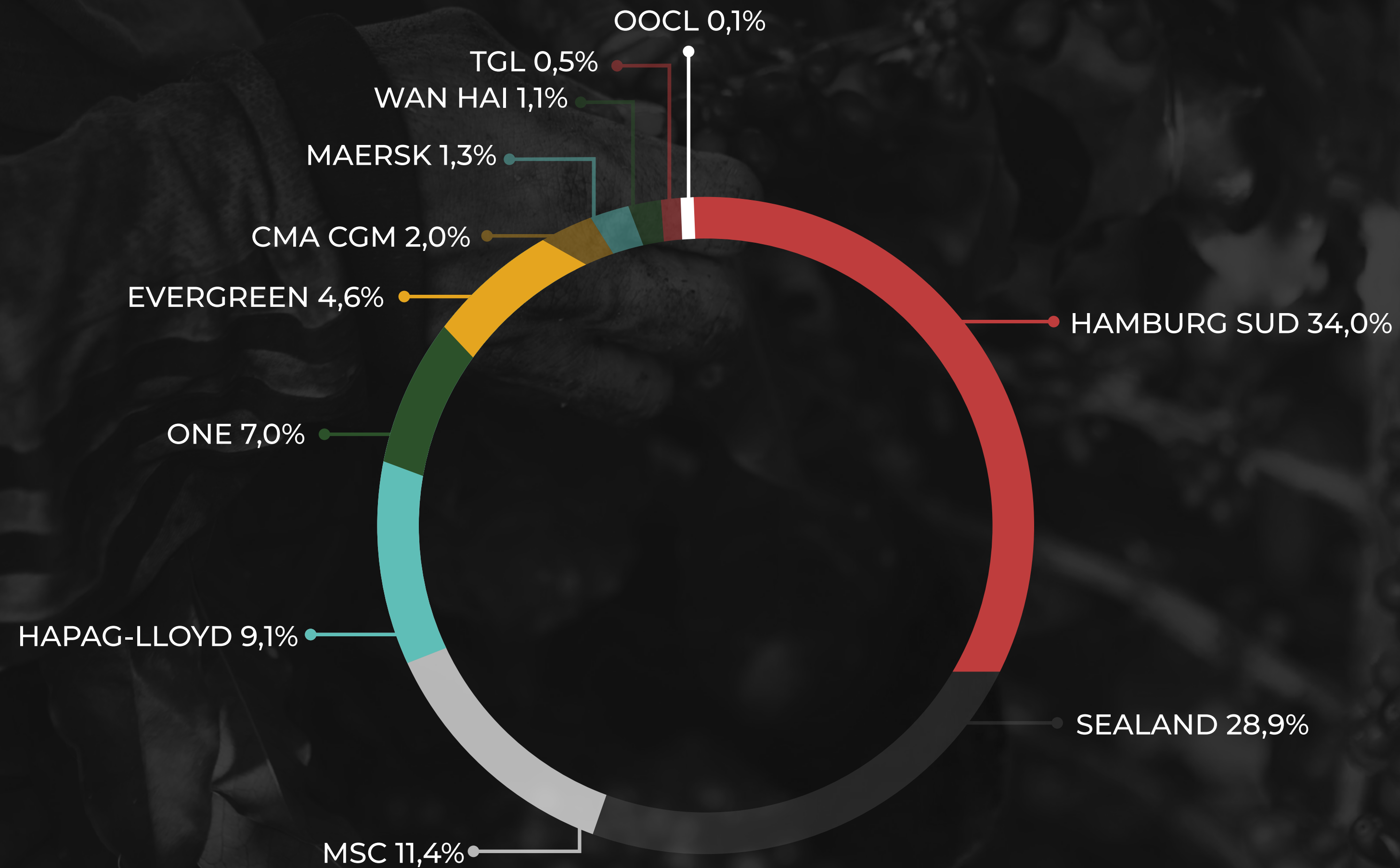


### 2.4.3 PRODUCTION COMPARISON OF EXCEL SO 2021 VS 2022 (KG)



# 2.5 LOGISTICS AND EXPORTATIONS

## 2.5.1 PARTICIPATION BY SHIPPING COMPANIES (TEU/CONTAINERS)





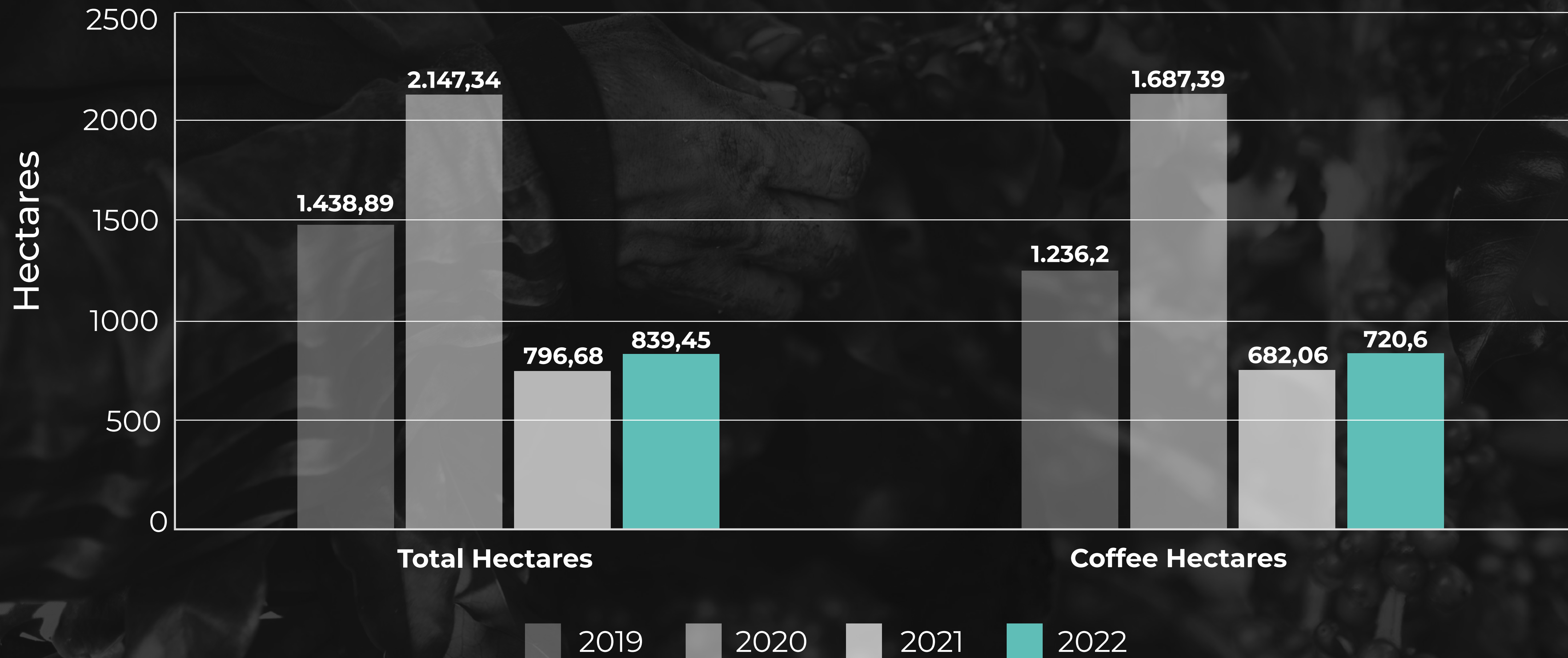
# SUSTAINABILITY

## CHAPTER THREE



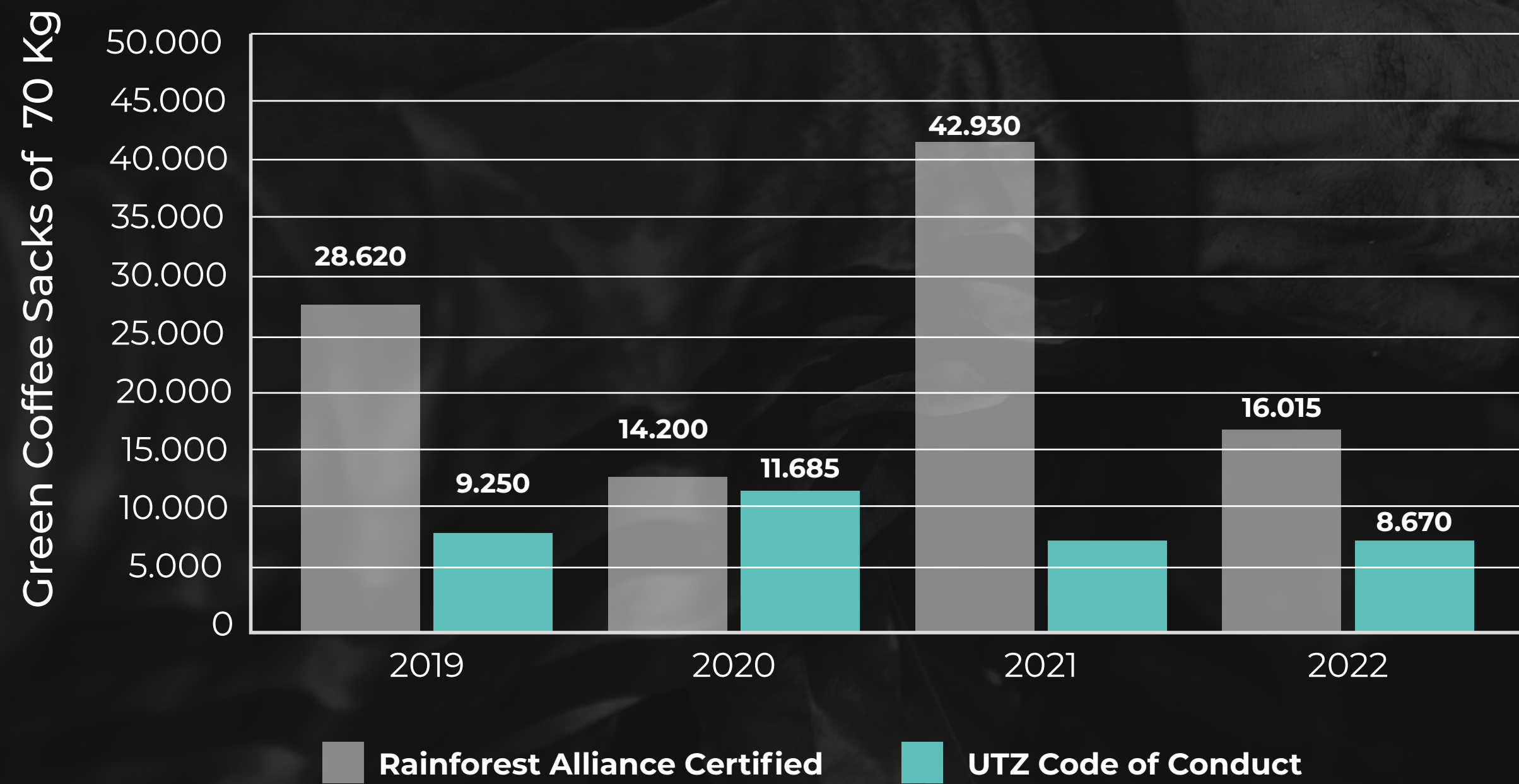


# 3.1 ADVANCE HECTARES RAINFOREST CERTIFIED



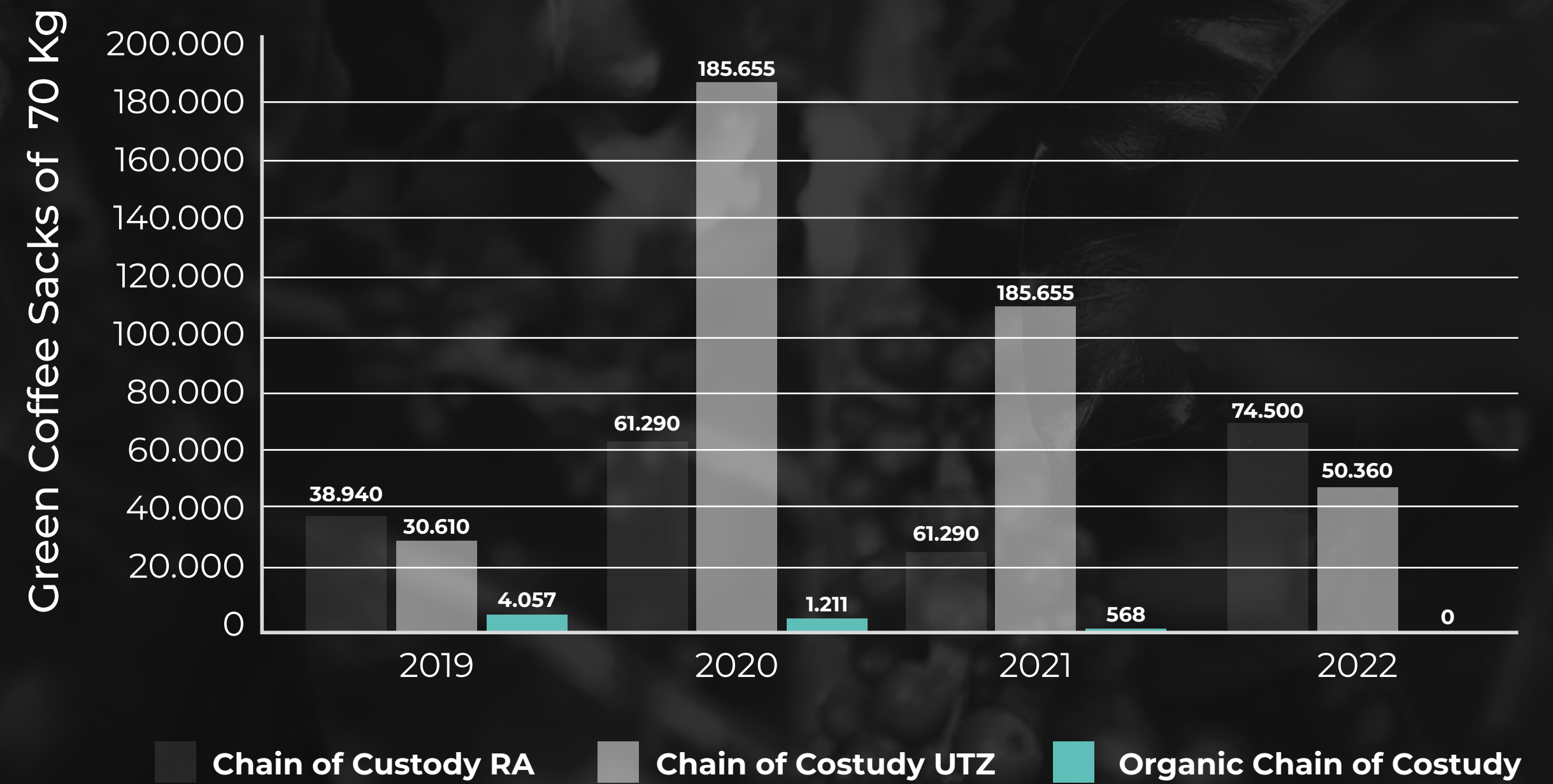
# 3.2 CERTIFIED COFFEE SALES CODES OF CONDUCT

(GREEN COFFEE SACKS X 70 KG)



# 3.3 CERTIFIED COFFEE SALES CHAINS OF CUSTODY

(GREEN COFFEE SACKS X 70KG)



# 3.4 CERTIFICATIONS





# AGRO-INPUTS

## CHAPTER FOUR



## Agro-inputs

### Chapter four

Working together with nature and the richness of its soils has allowed man to find refuge and benefits necessary for prolonging his life. The care of the earth and its use as a central resource has advanced and become more technical with time. Thanks to this symbiotic relationship, natural resources are highly exploited without risking their purity or their prolongation in time.

The good use of agrochemicals, their benefits, and the care of natural resources depends on us, our commitment, and our care when using them. In its desire to accompany the producer in its agricultural processes, La Meseta has created this new line of agro-inputs, thus allowing them to find the source of care and protection for their crops and their lands in a single place.





**LOGISTICS**  
CHAPTER FIVE



In an increasingly interconnected world, logistics has become essential to the success and growth of all kinds of companies. However, many of the traditional services fail to fully cover the needs of their customers, who seek greater efficiency, economy, and speed.

It is here where La Meseta Logistics was born, a company of Compañía Cafetera La Meseta that focuses on transporting all types of cargo by national roads and maritime routes. Its goal is to provide its customers with a comprehensive solution that covers all their transportation needs through a more competitive value promise.

Since day one, we have worked hard to build a reliable company, offering quality services at fair prices. Our team is highly trained to ensure that each load arrives safely at its destination.

Now we are part of the logistics market and are excited to help more companies grow and expand.





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