



Main Office - Dolores

➤ Our History

1947-1970

Jorge Walter Erro establishes the company in the city of Dolores, Uruguay, with the purpose of providing grain drying, seed processing and commercialization of cereals and oilseeds.

In 1960, grain transportation is incorporated.

In 1963, the first mechanical dryer in the country is installed.

In 1970, the company starts distribution of malting barley through production programs with Fábricas Nacionales de Cerveza SA.

Grain Storage Plant 1 is added to the buildings.

1971-1975

The company's founder dies in 1971.

Jorge and Ramon Erro join the company in 1975.

The agrochemicals and fertilizer division is established. The company launches its own seed brand.

1976-1985

In 1978, marketing and selling of agricultural machinery start. Mechanization of storage facilities is launched.

In 1980, the first grain export direct to an overseas customer is undertaken.

In 1982, the company begins to lead in the field of new technologies with the incorporation of sunflower and corn hybrid seeds in its area of influence.

Storage capacity in Plant 1 is increased.

In 1984, the first branch is opened in the city of Mercedes, Uruguay.

In 1985, import of agricultural machinery starts.



➤ Our History

1986-1997

In 1987, a new line of sunflower, sorghum and corn hybrid seeds from U.S. origin is incorporated for exclusive distribution in the whole country. Capacity in Silo Storage Plant 1 is increased once more with the incorporation of grain elevators and dryers with mechanization of grain facilities.

In 1990, storage capacity is expanded again including service contracts with Maltería Uruguay SA and malting barley production with Fábricas Nacionales de Cerveza SA.

In 1994, the company starts managing the exclusive representation of CASE IH for the whole country and Corporación de Maquinaria is founded.

An agreement for technology exchange with Raiston Purina Co takes the company into the new business of Animal Nutrition.

ERRO celebrates its 50th anniversary in 1997.

1998-2003

In 1998, Terminales Graneleras Uruguayas SA (TGU) is founded as a society of 11 companies, among them ERRO. The aim is to manage the concession of the port terminals of the Ministry of Livestock, Agriculture and Fisheries (MGAP) in Fray Bentos and Nueva Palmira for 15 years.

In 2001 soybean crop develops country wide and ERRO becomes the sole soybean exporter in the year 2002.

An exclusive agreement with Don Mario Semillas (Argentina) is signed allowing the use of last generation genetics and higher yield potential.

In 2002, an agreement with ADM Brazil to originate and export grains to Europe is reached enabling us to lead soybean grain exports.

In 2003, representation of New Holland is achieved.

2004-2017

In 2005, a program for exporting Specialities (organic high oleic sunflower oil) is initiated and new markets are open for small animals feed. Also Feed Lot business is strengthened and soybean exports increase in 40,000 tonnes.

In 2008, a silo that increases storage capacity in 40,000 tonnes is built.

In 2011, a last generation Seed Processing Plant is launched with a storage capacity of 7,000 tonnes and a processing capacity of 10 tonnes per hour. New silos to enlarge storage capacity in 40,000 tonnes and logistic and grain analysis facilities are built.

In 2013 the new corporative building in Dolores is finished.

In this same year the construction of grain storage and processing facilities begins in Durazno, Uruguay.

In 2015 the company opened a branch in Conchillas.

ERRO celebrates its 70th anniversary in 2017.



➤ Mission & Values

Mission:

To add value to agricultural production by satisfying customers' needs, contributing to farm sustainable development, creating value for shareholders and compromising with people's growth.

Values:

- ✦ Customer Satisfaction
- ✦ Employee Motivation and Engagement
- ✦ Passion in everything we do
- ✦ Ethic and Integrity
- ✦ Growth and Profitability
- ✦ Responsible Development
- ✦ Workplace Safety

➤ Quality Management Systems

- ✦ As an agricultural and export oriented company, we are involved in every link of the food chain, from plant breeding and its subsequent crop to cereals and oilseeds trading, oil extraction and derivatives and preparation of balanced animal feed.
- ✦ Development of agricultural production programs, commercialization of agro supplies, seed processing, grain conditioning, storage and logistics, allow us to offer a comprehensive service that fulfills customers' expected value.
- ✦ Our commitment is to supply products and services by working in continuous improvement without deviating from the requirements.
- ✦ Our aim is to have satisfied customers and trained and motivated staff, creating alliances with our suppliers that allow us to develop ethical businesses ensuring agriculture sustainability, contributing to sector and community growth.

➤ Awards & Distinctions



- | | | | |
|-------------|---|-------------|--|
| 1995 | - Largest Exporter Sector | 2011 | - Second General Exporter
- Largest Exporter Sector
- Ninth Largest B.R.O.U. Customer Exporter
- Dynamic Export Company |
| 1996 | - Largest Exporter Sector of Sunflower and Wheat | 2012 | - Third General Exporter
- Eighth Largest B.R.O.U. Customer Exporter |
| 1997 | - Second Largest Exporter to New Markets | 2013 | - Eighth Tendering of Funding for Investment Projects
- Fourth Largest General Exporter |
| 1998 | - Largest Exporter of Sunflower | 2014 | - Fourth Largest Exporter of the Year
- Eighth Largest B.R.O.U. Customer Exporter |
| 1999 | - Largest Exporter of Sunflower
- New Markets | 2016 | - Fourth Largest B.R.O.U. Customer Exporter
- MOROSOLI International Agriculture |
| 2003 | - Second Largest Percentage Increase Exporter | | |
| 2007 | - Largest Exporter Sector
- Eighth Largest B.R.O.U. Customer Exporter. | | |
| 2009 | - Exporter Sector
- Fourth Largest Exporter of the Year | | |
| 2010 | - Best Exporter Sector
- Third National Exporter | | |

➤ Certifications

- ✦ Our processes in services as well as in the manufacturing of our products are ruled under strict norms and production systems to guarantee quality and safety to consumers.
- ✦ This way of working has enabled us to achieve the following certification throughout our history:

Sustainability Certifications:



Membership

- ✦ **CMPP** Chamber of Commerce and Export of Agriproducts
- ✦ **UEU** Union of Exporters of Uruguay
- ✦ **CIU** Chamber of Industries of Uruguay
- ✦ **URUPOV** Uruguayan Association for Plant Breeders Protection
- ✦ **GAFTA** Grain and Feed Trade Association
- ✦ **CUS** Uruguayan Seed Chamber
- ✦ **ACG** Grain Traders Association
- ✦ **AUDINA** Uruguayan Association of Animal Nutrition Industries
- ✦ **MTO** Oilseeds Technical Committee

➤ Exporting from Uruguay to the world

- ✦ Agriculture contributes with around 10% of the uruguayan GNP and it is the main source of foreign currency. In ERRO, we are proud of contributing with 14,53% of grain exports (2% of total exports).

* Data collected from March 2016 to March 2017.



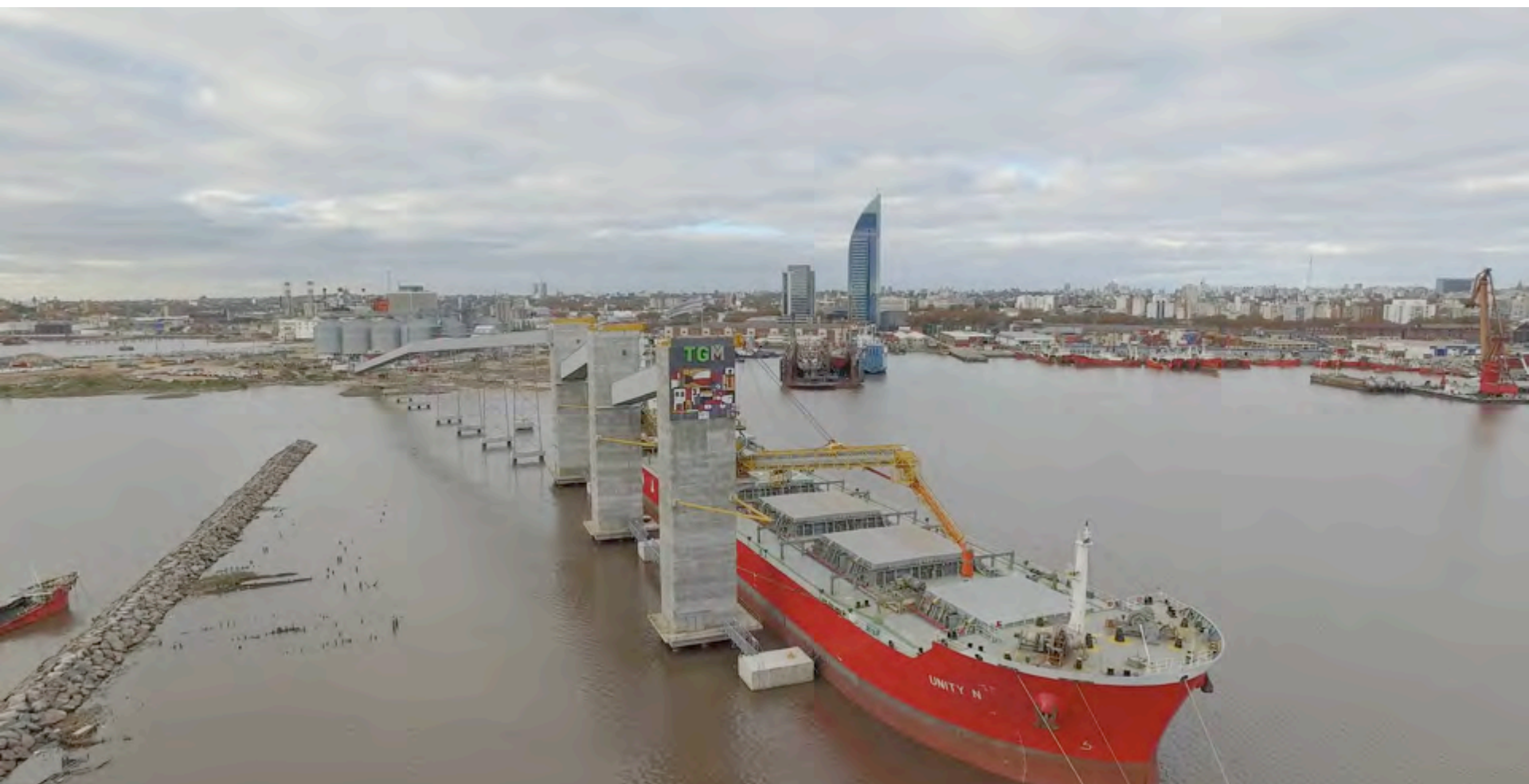
➤ Exporting from Uruguay to the world

TGU and NAVIOS Grain Terminal – Nueva Palmira Port



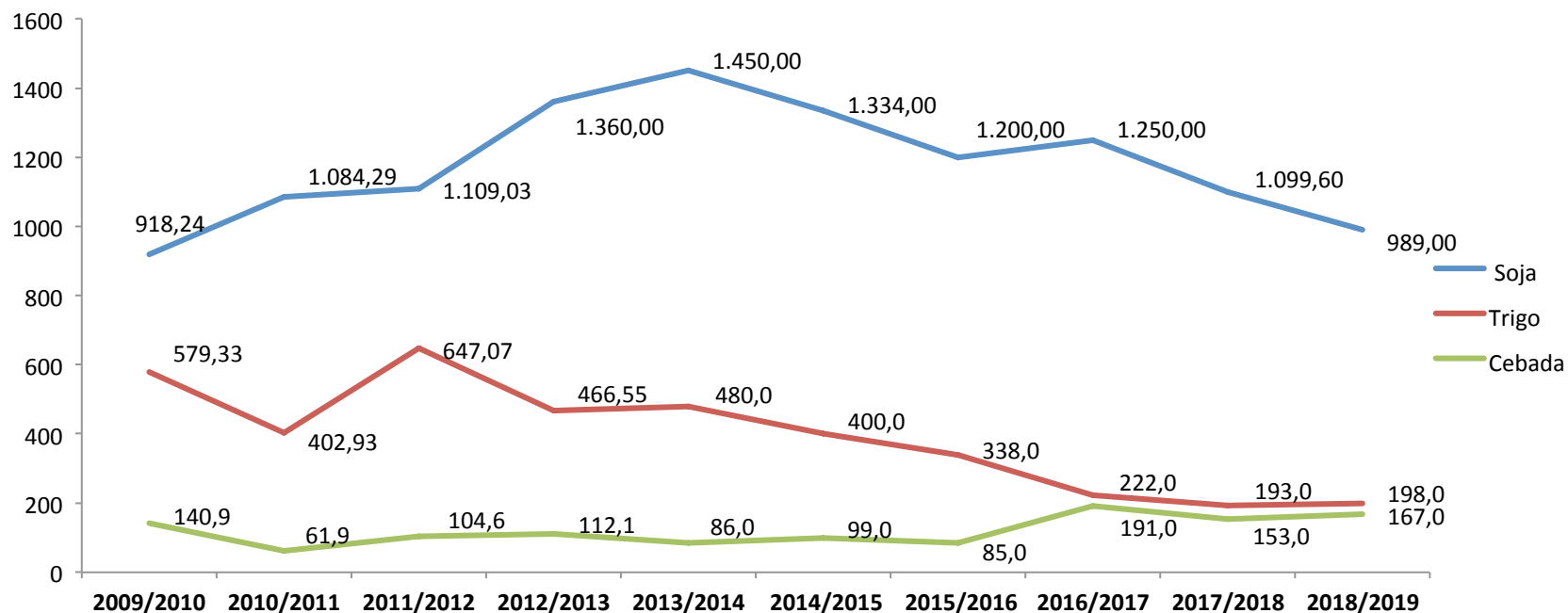
➤ Exporting from Uruguay to the world

TGM Grain Terminal – Montevideo Port



➤ Evolution of Agriculture

✦ Soybean, Wheat and Barley area sown in Uruguay (in thousands hectares)

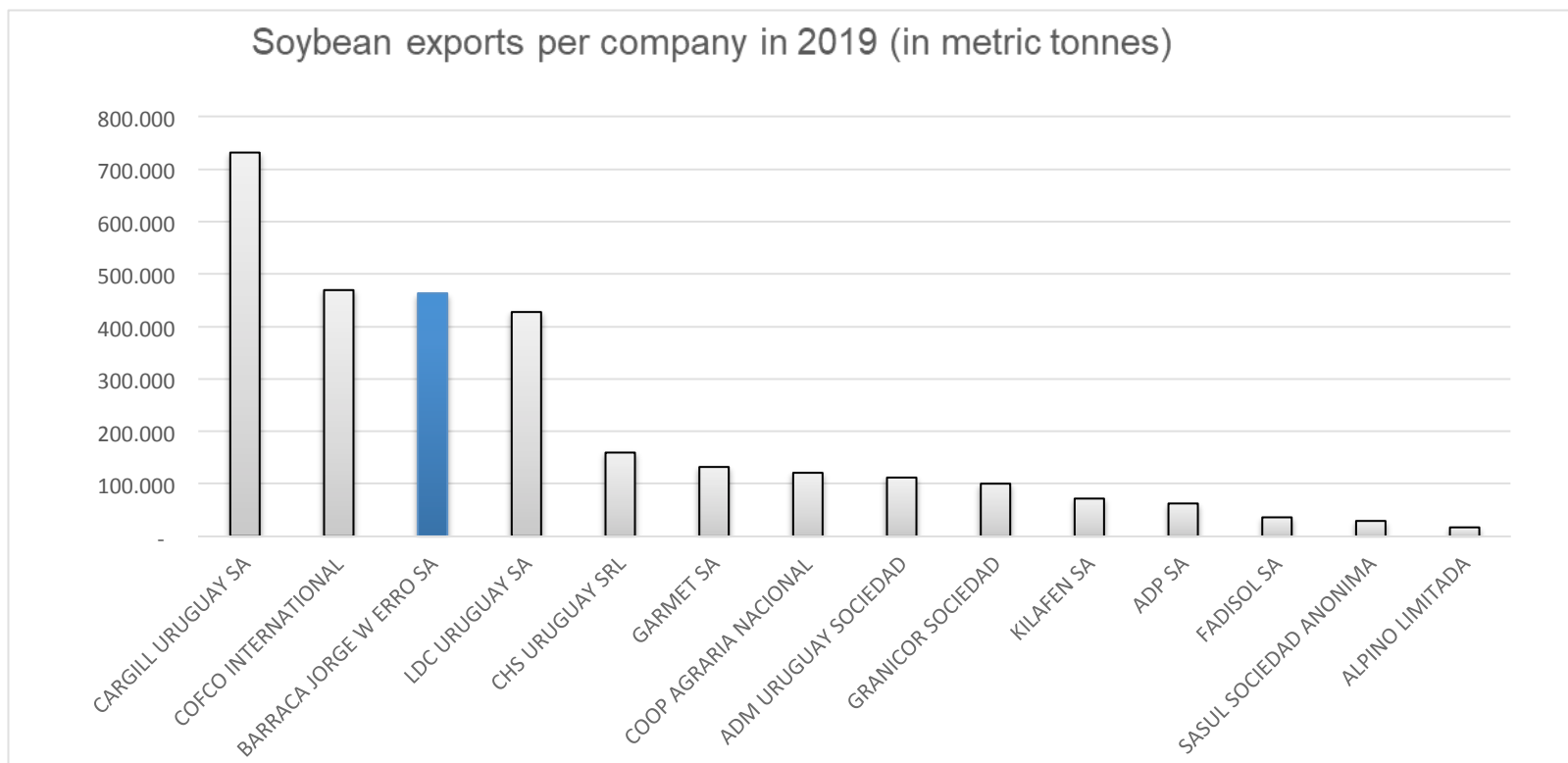


Soybean, Wheat and Barley area (in thousands hectares.)

Especie	2009/2010	2010/2011	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016	2016/2017	2017/2018	2018/2019
Soja	918,24	1.084,29	1.109,03	1.360,00	1.450,00	1.334,00	1.200,00	1.250,00	1.099,60	989,00
Trigo	579,33	402,93	647,07	466,55	480,0	400,0	338,0	222,0	193,0	198,0
Cebada	140,9	61,9	104,6	112,1	86,0	99,0	85,0	191,0	153,0	167,0

➤ Grain Exports Ranking

✦ Soybean exports per company in 2019 (in tonnes)




➤ Agriculture in Uruguay



Soils with agricultural aptitude (area and percentage over total departamental area).

Zone	Department	% hectares	Total	% cumulative
Dark Green	Soriano	28.7	65.9	65.9
	Río Negro	15.2		
	Paysadú	11.3		
	Colonia	10.7		
Medium Green	Flores	7.5	21.8	87.7
	Durazno	6.7		
	San José	4.3		
	Florida	3.3		
Light Green	Tacuarembó	2.9	8.1	95.8
	Cerro Largo	1.9		
	Rivera	1.7		
	Rocha	1.6		
Yellow	Treinta y Tres	1.2	4.2	100
	Lavalleja	1.1		
	Salto	0.9		
	Canelones	0.5		
	Maldonado	0.3		
	Artigas	0.2		

Agricultural aptitude 

➤ Facilities



- **Grain Storage Facilities**
Dolores, Durazno y Varela
- **Grain Storage Centres**
Montevideo, Quebracho, Paysandú, Cardona, Valdense, San Pedro y Rocha
- **Grain Transportation Centres**
Dolores y Nueva Palmira
- **Seed Processing Plant**
Dolores
- **Manufacturing Plant**
Dolores

➤ Facilities



● **Main Office**

Dolores

● **Branch Office**

Dolores, Mercedes, Montevideo, Young, Durazno, Tacuarembó, Varela, Río Branco, Paysandú, Conchillas Libertad and Salto.

Main and Branch Offices

- ✦ **Dolores** – Soriano Department (Main Office)
- ✦ **Mercedes** – Soriano Department
- ✦ **Young** – Río Negro Department
- ✦ **Paysandú** – Paysandú Department
- ✦ **Durazno** – Durazno Department
- ✦ **J. P. Varela** – Lavalleja Department
- ✦ **Tacuarembó** – Tacuarembó Department
- ✦ **Río Branco** – Cerro Largo Department
- ✦ **Montevideo** – Montevideo Department
- ✦ **Conchillas** – Colonia Department
- ✦ **Libertad** – San José Department
- ✦ **Salto** – Salto Department



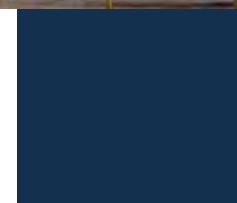
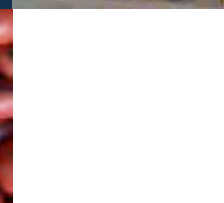
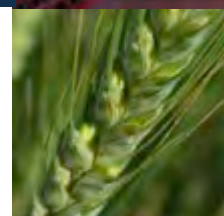
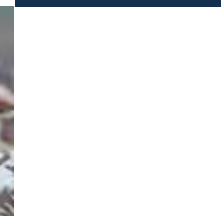
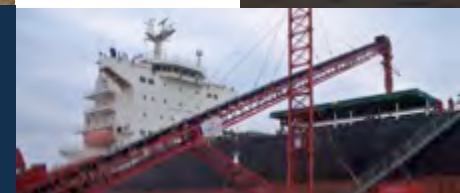
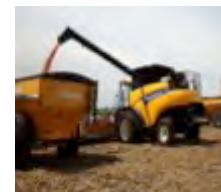
➤ Logistics Capacity

- ✦ Total static storage capacity: 410,000 tonnes
- ✦ Total unloading rate: 4,500 tonnes per hour
- ✦ Total loading rate: 5,000 tonnes per hour
- ✦ Total amount of dryers: 22
- ✦ Total drying capacity: 1,650 tonnes per hour
- ✦ 10 truck parking lots
- ✦ 167 trucks per hour (loading and unloading capacity)



➤ Products & Services

- ✦ Grains & Oilseeds
- ✦ Agricultural Seeds
- ✦ Agricultural Supplies
- ✦ Animal Nutrition
- ✦ Grain Storage
- ✦ Grains and Seeds Transportation
- ✦ Oils & Oilseeds By-products
- ✦ Agricultural and Construction Machinery



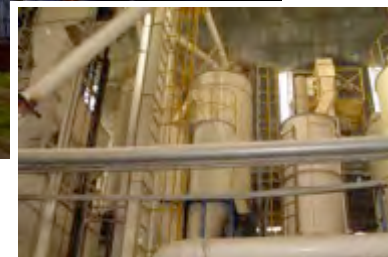
➤ Grains

Grain Transportation Centres - Dolores.



➤ Grains

Animal Nutritious Plants and Silo Storage Plant 1 - Dolores



➤ Grains

Grain Storage Plant 2 - Dolores



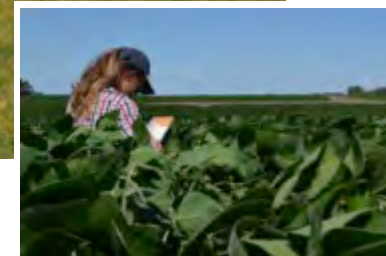
➤ Grains

Grain Storage Plant 3 - Durazno



➤ Seeds

Experimental Field Trials - Dolores



➤ Seeds

Field Day (ERRO-DONMARIOMAS) - Dolores



➤ Seeds

Seed Processing Plant and Professional Treatment - Dolores



➤ Agricultural Supplies

Agrichemicals and Fertilizers.



➤ Animal Nutrition

Pet Food Plant 1 - Dolores



➤ Animal Nutrition

Products



➤ Grains and Seeds Truck Transportation



➤ By-products

(Oils & Cakes)



Corporate Enterprise

CORPORACION
DE MAQUINARIA

Agricultural and Construction Machinery

(Exclusive dealer of New Holland and Case Construction for Uruguay)



