



INNOVATING FOR THE FUTURE



We are Conaprole

We lead the dairy industry in Latin America. We were born in Uruguay, and we are made up of more than 1,700 farmers. Attentive to global challenges for a quality and healthy diet, during the last period, we ratified this purpose, which has been a permanent insignia during our 85 years of existence.

MISSION

To maximize the value of our milk by offering top quality, healthy and innovative products to our clients worldwide.

VISION

We aim at becoming the leading company of our industry in Latin America with global outreach in first rate dairy products, generating positive sustainable Impact upon people and the environment.

VALUES

Commitment
reSilience
Proactivity
efficiency
transpaRency
inovation
Team work



1st National Exporter

Recognition received from the Bank of the Oriental Republic of Uruguay and the Union of Exporters of Uruguay for 11 consecutive years.



National Energy Efficiency Award

1st place in the industrial category.



Best business reputation award

MERCO ranking in 2020.

Management highlights



1,718
milk producers.

#1

Exporter of Uruguay.

1,542 MM

litres of milk processed.



2,042
employees.

Revenues of

USD 784 MM



7 industrial facilities.

85%

of milk remitted is produced on grass and open sky.

↓ 4%

of reduction in electricity and water consumption per litre of milk entered into the industrial facility.

Export highlights

66% export turnover

60 countries

+60
products

+168,000
tons

517
MM USD

↑ 8%
growth

Main exported products:

Ingredients

81%



Butter

9%



Cheeses

7%



Other

3%



WMP

SMP

Instant WMP

Butter oil

AMF

Processed

Hard

Semi-hard

Soft

Nutritional blends

Fat filled milk powder

Tailor-made blends

Sustainable business vision 2025

In the last year, we worked on the development of our strategy.

Goals for 2025

	Consolidate a diversified international presence with traditional and nutritional products, maintaining leadership in the local market.
	Maintain our accelerated growth through innovation and digitization, being a reference in agility and digital business.
	Achieve excellence in managing revenue growth, costs, and operational efficiency throughout the value chain.
	Maintain the benchmark in quality and be a leader in sustainability in the dairy industry.
	Strengthen the relationship with farmers, professionalize the smallest ones, and promote best practices.
	Be the most admired company by new talents in Uruguay and be the reference for talent in the region.

A strategy aligned with sustainable development



The challenges of our strategy contribute directly to the 12 Sustainable Development Goals.



Grass Fed: a certification we are proud of

In the last fiscal year, we achieved the Grass Fed Certification, which guarantees milk production on grass and open air in the dairy farms that remit to Conaprole. It ensures that 80% or more of the milk sent comes from certified dairy farms.

This certification guarantees:

Grass fed

The diet of milking cows is made up of grass in an 85% or more, and the foods available in the dairy farm are exclusive of plant origin.

No use of hormones or antibiotics

The use of hormones and antibiotics is only for those cases endorsed by current regulations and under the supervision of a veterinary doctor; their use as growth promoters is prohibited.

Traceability

The production chain has 100% of the establishments in an animal-traceability plan, georeferencing of each dairy farm, and traceability for all the milk collected and transported to industrial facilities.

Animal welfare

It is one of the main priorities in our milk production process. The cows have access to pasture every day of the year, guaranteed access to water and food, and the spaces and times required for an adequate social interaction of the herd.

Social dimension

Dairy production promotes the settlement of families in rural areas, in line with Conaprole's purpose of providing support to each producer to continuously improve their income and quality of life.



We add the Grass Fed seal

Since the Grass Fed Certification achievement, Conaprole products have begun to incorporate this standard in their labelling.



Our products: innovative, quality and healthy

Conaprole commitments

- Contribute to the healthy diet of 9/11 million people (2025/2030).
- Increase the share of daily consumption products in compliance with nutritional standards.
- Launch products that meet special nutritional needs.
- Increase the number of functional products in the portfolio by 25%.
- Continue reducing added sugar content by 5-10% and avoid excessive levels of sweetness.
- Avoid excessive use and decrease the level of added sodium by 5-10%.
- Decrease the use of artificial colours and avoid them in children's products.
- Carry out responsible, simple, clear, honest, and transparent communication in compliance with regulations and scientifically endorsed.
- Contribute to the education and promotion of a healthy diet.

These commitments consolidate the sustained trajectory that in recent years has resulted in:

 **20%** reduction of added sugar.

Increase in the offer of products for diabetic and celiac people, among others.

Portfolio of functional and nutraceutical products as a nutritional supplement for people with specific needs.

Quality guarantees our products

- ISO 9000:2015 - Quality Management System.
- ISO 22000: 2018– Food Safety Management System.
- ISO 14001: 2015 - Environmental Management System.
- ISO 45001:2018 - Occupational Health and Safety Management System.
- FSSC 22000 V5.1 - Food Safety System.
- ISO 17025: 2017 - Requirements for laboratory competencies.
- ISO/TS 22002-1:2009 - Prerequisite program for food safety.
- HACCP according to CODEX.

Conaprole Commitment

Our Integrated Management System translates Conaprole's commitment to caring for the environment. It allows us to manage the efficient use of natural resources, with special care for water and energy, and to dedicate efforts to minimize the impact of the waste generated. **All our industrial facilities are certified with ISO 14.001 (2015).**

As a way of ratifying these convictions, we have defined short- and long-term goals that challenge us to continue working on increasingly effective management for the care of the environment.

Energy

Target 2030:

Increase the use of renewable energies by 60% with actions such as thermal generation with biomass and cogeneration.

Target 2022:

Measure and report energy efficiency indicators by product line, starting with milk powder, which represents 60% of Conaprole's energy consumption.

Water

Target 2030:

Increase the reuse rate to 35%.



PRODUCING THE BEST

MILK PRODUCTION

- 1,718 dairy farmers
- + 300,000 cows
- 1,542 million litres of milk
- 72% country milk
- Consulting on social, environmental, and economic issues



COLLECTION IN DAIRY FARMS

- 478,000 collections
- 127 tanker trucks
- 13 million km travelled
- Initiative “Sustainable Dairy Farms”



Grass Fed certification guarantees 85% of milk production on pasture and open air

MARKETING

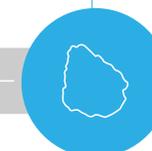
DOMESTIC MARKET

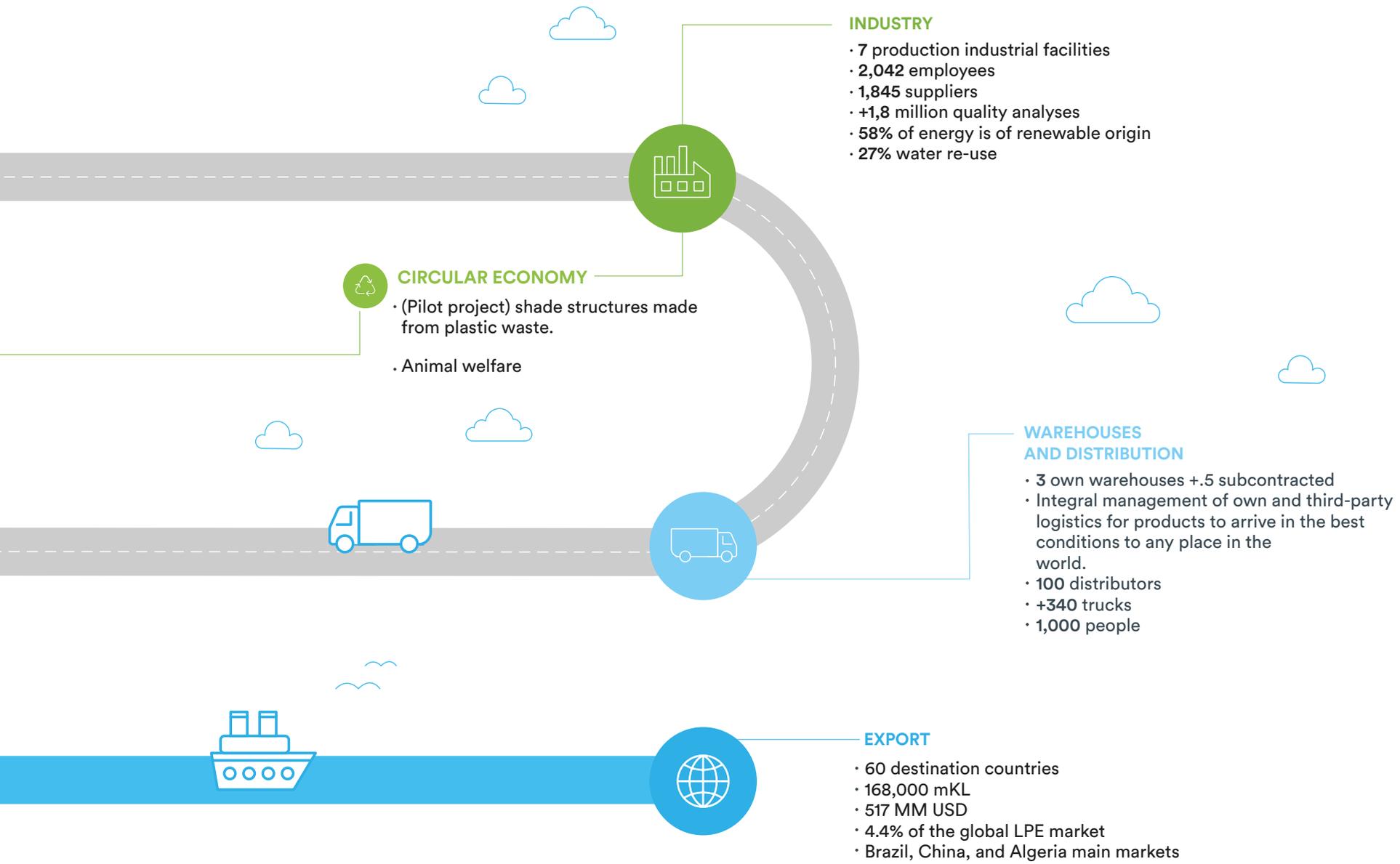
- 225,000 mkL
- 267MM USD
- +300 SKU
- 23,500 points of sale
- + 30 launchings



POST-CONSUMPTION

- We work with consumers for the proper final disposal of our products
- APP “Donde reciclo” (Where do I recycle?)







Conaprole is a green company committed to animal welfare and the environment. It has a particular concern for offering natural and healthy dairy products to its consumers. We are the quality from Uruguay to the world.

For more information you can access the full version of The Annual Report 2021.



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