

# BBC Technologies:

## Our LATAM Experience



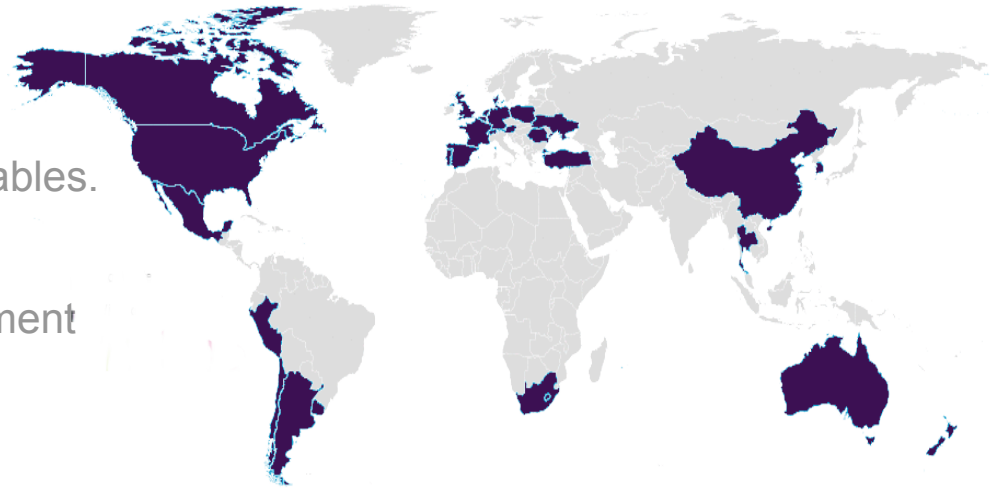
# Who are BBC Technologies?



# BBC Technologies

## Where we are today

- Technology
  - World leaders in Advance Processing Technologies for small fruits and vegetables.
- R&D
  - Strong focus on research and development
  - Market led product development
- Global Presence
  - Machines in 27 countries
  - Offices in NZ, USA, Chile and Netherlands.
  - Global service team



# BBC Technologies' in LATAM

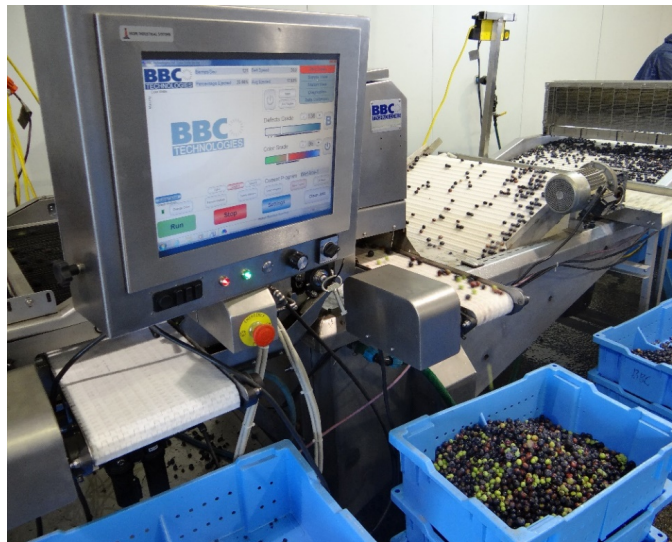


# LATAM Timeline



# Market Access via an Agency

## First Sales in Chile & Argentina



Zurgroup, Chile



2006



2008



2011



2012



2013

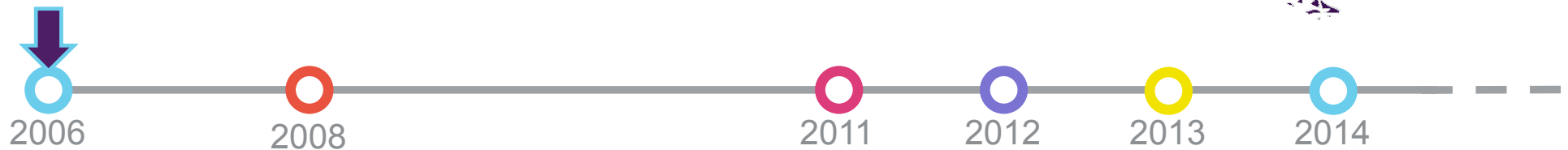


2014

# Disrupted Trade

## Argentina Restricts Import/Export

- Changes in government result in new import/export regulations
- Market access for our equipment would continue to be restricted until 2010



# Market Access via an Agency

## First Sales in Uruguay

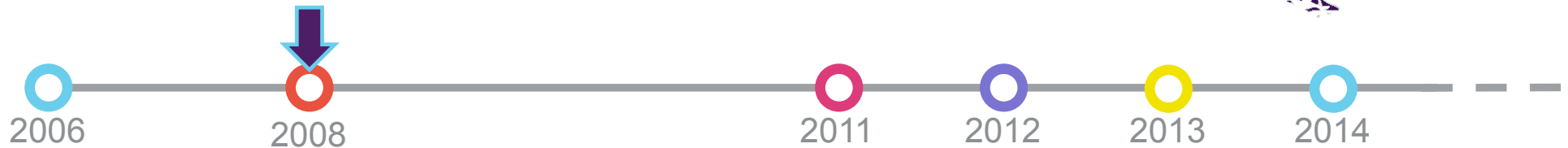


Midgold S.A., Uruguay

BBC  
TECHNOLOGIES



TOPAGRI



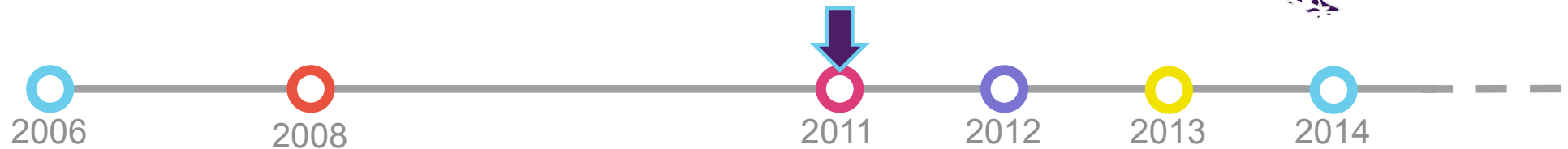


# BBC In-Country Presence

## First BBC Office Opens



BBC Technologies Office, Santiago

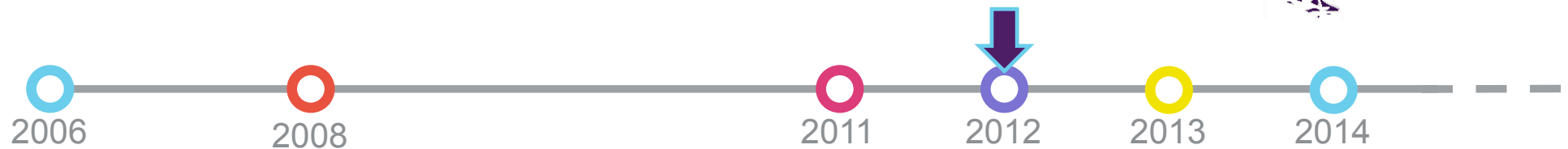


# BBC In-Country Presence

## First Turn-Key Solution



David del Curto S.A, Chile

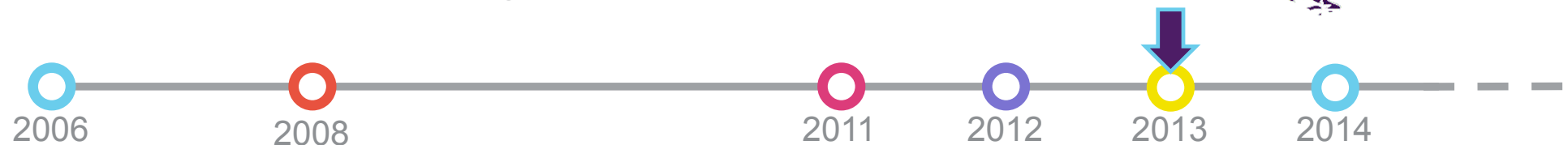


# BBC In-Country Presence

## BBC Moves to New S.A. Headquarters



BBC Technologies Headquarters, Chillán





# BBC In-Country Presence

## First Sales in Peru



Tal S.A, Peru



# Lessons Learned

# New Market

## New Ways of Doing Business

- Language
- Culture
- Accounting/Trade Practice



# BBC Technologies' LATAM Future



# Research Partnership

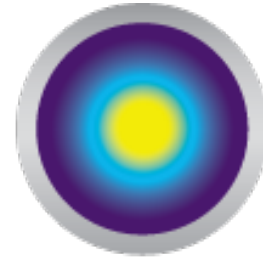
Looking to Our Future in LATAM



**NEW ZEALAND  
TRADE & ENTERPRISE**







**BBC**  
**TECHNOLOGIES**  
BE CERTAIN