



HISPANIA

NUTS AGENTS

- **ORIGIN**

Hispania Nuts Agents S.L. is a company of AGENTS of DRIED FRUITS founded in 2016 by Mr. Alberto Sánchez Jaén, Civil Engineer, as a result of a possible renovation, a new change of direction and an incorporation of new concepts and ideas in this sector.

Before that time, Alberto Sánchez Jaén was already engaged in the almond sector, specifically controlling the logistic and purchasing of it. However he decided to go one step further. So he created HISPANIA NUTS AGENTS, S.L. As well, he created it trying to improve the sector and to help in everything that could give the value and importance that the dry fruit deserves.

As it could not be otherwise, he decided to begin the Project in his native city, Jaén. It is located in Andalucía, the south of Spain



However due to the fact that the company has noted an important expansion in this short time, especially in the domestic market, at the beginning of September our office was moved to Granada, considering that Granada is a strategic place in terms of location due to the proximity to the port of Motril and taking in consideration that some of our main clients and suppliers are near this area.

- **EVOLUTION**

The initial idea of the company was to be several years settled in national territory and focus on Spanish nuts (mainly Almonds, pistachios, walnut and pinions).



New Ideas and ways of working were incorporated. They were based around the fundamental idea of the business: **QUALITY, TRANSPARENCY** and **RELIABILITY**. We can offer to our clients and suppliers daily and real time information of the market situation without alteration by our own interests. We suggest our clients and suppliers in a totally objective way and we give a totally personalized treatment. We are supervising all the operations carried out from the beginning until the end, always approaching them in first person and helping both sides to make their work much easier.

All the goods are personally checked. So that we can satisfy the quality and the requirements of our clients. As well we carry out samples tests, always personally in a transparent and objective way. All this process is supported by a graphic documentation so that both sides, client and supplier, are satisfied. As we have said, commitment is one of our hallmarks.

Thanks to this method, there was a great reception in the Spanish market and a lot of operations took place in the crop 2016/2017; even above our expectations. Once the crop had been already collected, in 2017, the operations were still quite numerous and we took a fairly large market share nationwide. During the crop 2017/2018, the company settled down at a national market, being reference agents for the sector, with a quite important volume of operations. This evolution is continued until the last crop 2018/2019.

Such were the expansion, that nowadays, Hispania Nuts Agents have the full confidence of all Spanish Almonds suppliers and as well as a large number of national clients.

Due to the fast expansion, we had to face a higher demand including American Almonds in origin. It was in March 2017 when the first operation with American Almond was closed in origin. Step by step we have taken a good position with the American suppliers, trying to offer our clients and as well as our suppliers, the best prices in the market. Currently, we have the confidence of a large number of suppliers of American almonds that allow us to offer an adequate quality / price, always keeping the same values.

ESPECIFICACIÓN/SPECIFICATION		MUESTRA/SAMPLE	TOLERANCIA/TOLERANCE	REAL/REAL	DOCUMENTACIÓN GRÁFICA/GRAPHIC DOCUMENTATION
<div style="display: flex; justify-content: space-between;">  <div style="text-align: right;"> <small>Avenida de Andalucía Nº 92, 6ºH12 (JAÉN) Phone: + 34-629-722-280 e-mail: info@hispanianuts.es</small> </div> </div>					
ESCANDALLO/YIELD					
FECHA/DATE:					
CLIENTE/CLIENT:					
REALIZADO POR/MADE BY:					
PRODUCTO/PRODUCT:					
CANTIDAD/QUANTITY (KG):					
CONTRATO/CONTRACT:					
LOTE/LOT:					
ESPECIFICACIÓN/SPECIFICATION		MUESTRA/SAMPLE	TOLERANCIA/TOLERANCE	REAL/REAL	DOCUMENTACIÓN GRÁFICA/GRAPHIC DOCUMENTATION
HUMEDAD/MOISTURE			6,75%		
MATERIAS EXTRAÑAS/FOREIGN MATERIAL			0,00%		
PODRIDO/ROTTEN			0,40%		
TROZOS Y ROTAS/SPLIT & BROKEN			2,00%		
DOBLES/DOUBLES			10,00%	-	
AMARGO/BITTER			1,00%		
BAJO CALIBRE/UNDER CALIBER			5,00%		
MEZCLA/MIX			10,00%		
OBSERVACIONES/OBSERVATIONS:					
CONFORME/ACCORDING:					

Also, for our knowledge acquired by our training, we provide logistical assistance if necessary to solve all problems in the easiest and most appropriate way.

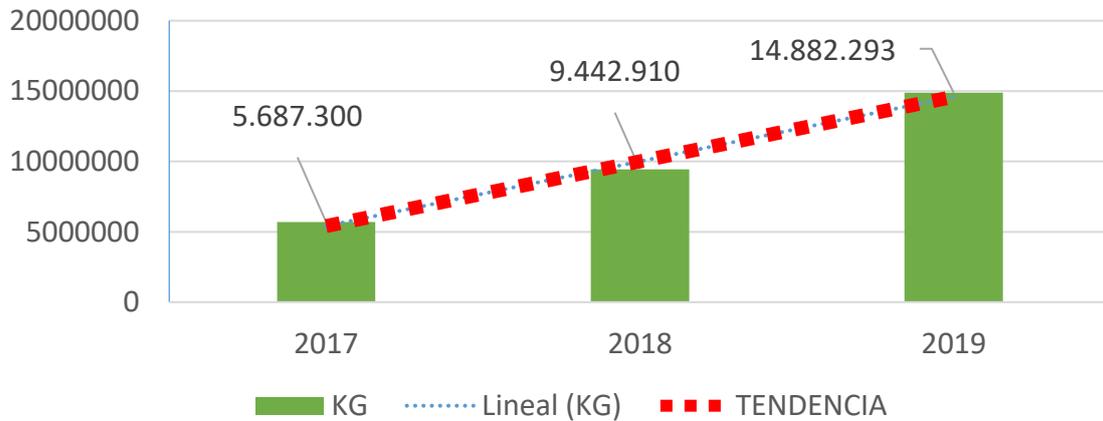


Currently our international expansion is taking place. Our mentality, method and style of working are the same than the ones offered at the domestic market, as it has been the key to our success. This started last August 2017 and we are having greater strength in the international market.

In countries like Italy, Greece, France, Germany, Belgium, Poland, Portugal among others, they already have our services.

HISPANIA NUTS AGENTS S.L. is a company in full expansion that can offer advantages to clients and suppliers and make both sides satisfied with their work.

Our idea this year is to continue working with the same values that have been done until today, which thanks to them has made us make a hollow in the sector.



HISTORICAL EVOLUTION OF KG PER YEAR

- **SUPPLIERS AND CUSTOMERS**

Currently we are working with a large number of customers and suppliers.

Our suppliers/customers are totally reliable. We work in a wide but small sector and we are aware of every detail that happens. As we would not work with suppliers/clients who would not comply with contract provisions, we would not work with a supplier who is not able to match the preferences of our customers. Our procedure is to find the supplier and the product that best suits what the client demands.

We work with big suppliers but we also work with smaller companies, as we think that success in this sector should involve everyone. This is the great advantage that we offer to our suppliers and customers. In one side we can give access to all those suppliers that cannot have direct contact to some customers and in this way, they can expand their client portfolio with us. The same with small suppliers, we send them to places that they don't arrive by themselves, which is beneficial for both parts.

That is why we think that working with HISPANIA NUTS AGENTS S.L. It is very beneficial for all parts to offer good prices, with the right quality and reaching markets that, by themselves, suppliers of origin can't access.

- **PRODUCTS WE WORK WITH**

- ✓ Spanish almond, conventional and organic



- ✓ American almond



- ✓ Almond processed (blanched, slivers, dices, slices, meal)



- ✓ Pistachios, conventional and organic



- ✓ Pinenuts



- ✓ Cashews



- ✓ Walnuts



- ✓ Hazelnuts



- ✓ Other products: We are in position to offer our services also for more products. If it is for dried fruits, we would be pleased to help you to find a solution for you.

- **WHAT MAKE US DIFFERENT**

We personalize every purchase. As we travel to every corner where we are required, our relation with our suppliers and customers is really close, making us able to match the preferences of both. Moreover, we use something as simple as our cellphones to maintain our clients and suppliers “connected” to their products at any time, taking videos, photos or even “face calls”. Also, before the shipments we do “in houses” and we attach a yield sheet when our customers require it, in order to give as much transparency and information as we can to every operation.



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