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# ENTREPRENEURIAL LINEAGE

We are motivated by adding value, developing competitive and sustainable businesses, boosting our talents and generating growth in the region.

It is part of our essence to undertake new challenges to advance beyond where we have already reached. Our horizon is broad.

### GRUPO WERTHEIN

**Diversified portfolio** in the areas of media tech, information, entertainment, insurance, health, agribusiness, food and beverage, real estate development and technology.

More than
100 years
in business.

### Trajectory and experience

across generations based on the values of effort, hard work and commitment to the community.

International investments and businesses, with a strong presence in Latin America.

More than 42 million users.

Proprietary project incubator and accelerator.

We have an ecosystem of 60.000 collaborators.

# Growth Vectors

Regional Expansion.

Media tech: Entertainment, information and connectivity.

Real estate developments.

Insurance.

Healthcare.

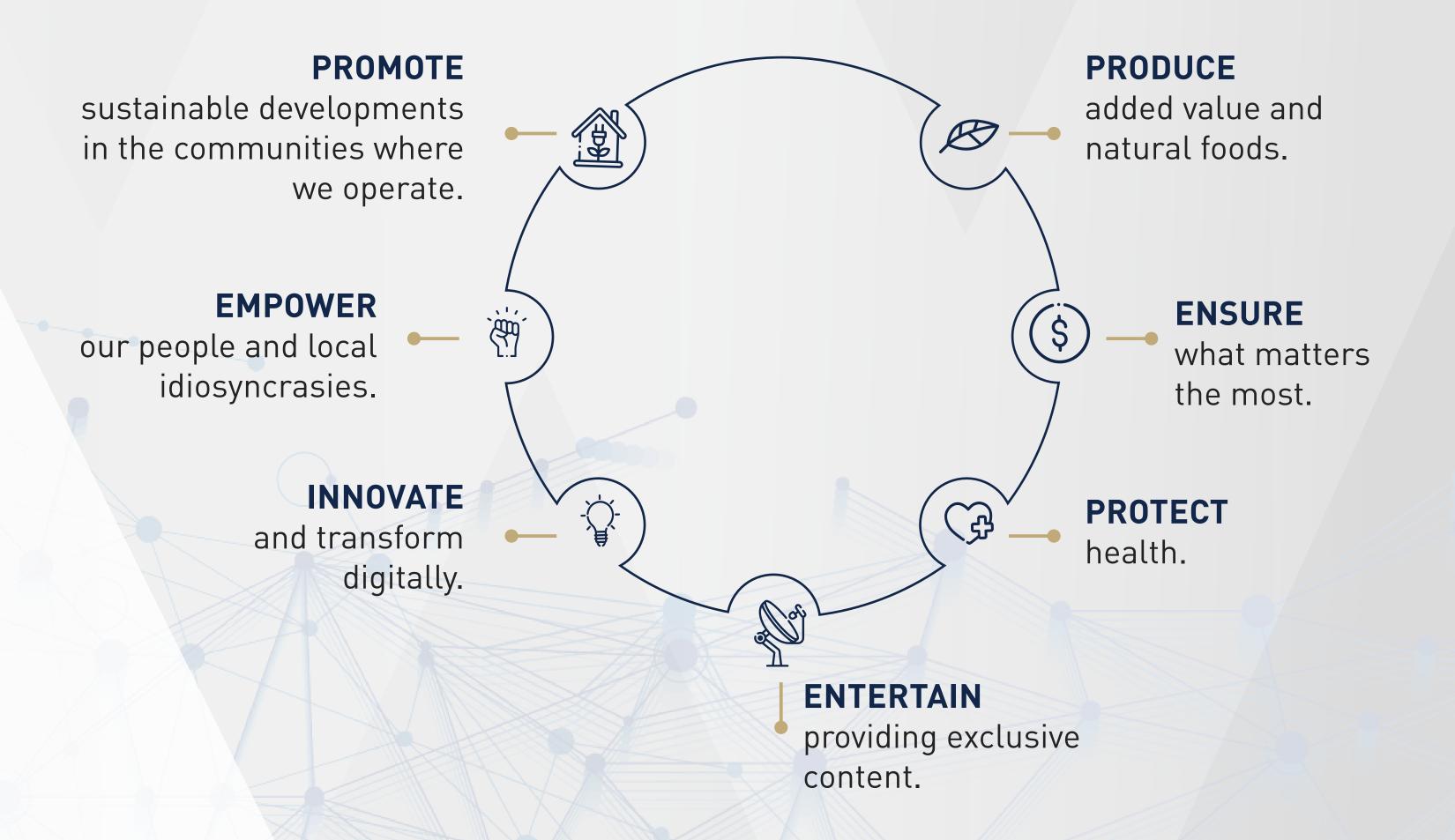
Technology.

Food and Beverages.

Human Capital Development.

### **VALUES**

In all our companies, the Group's imprint repeats a formula that gives them relevance.



### EXPERIENCE OVER THE LAST DECADES

Acquisition of Industrias del Vestir Argentino ("IVA"), the largest wool mill in Argentina.

Acquisition of 60% of Caja de Ahorro y Seguro del Gobierno Nacional.

Sale of 20.54% stake in CEI to Hicks, Muse, Tate & Furst, a well-known U.S. private equity fund. Acquisition of the national government's stake in Caja de Ahorro y Seguro (30%), on equal terms alongside Generali.

Acquisition of Cachamai.

1970

1994

1998

2001

2004

1963

Acquisition of Banco Mercantil Argentino, first investment in the banking sector. 1992

Acquisition of 9.11% of CEI from Citicorp. It was the third largest Group in Argentina with interests in telecommunications, utilities, media and other industries.

1997

Acquisition of an additional 11.43% in CEI from Citicorp.

2000

Sale of Banco Mercantil and Banco Caja to Banco Sudameris. 2003

Acquisition of 48% in Sofora, which indirectly controls
54.7% of Telecom
Argentina.

2006

Acquisition of La Estrella by La Caja de Ahorro y Seguro (50%) and Grupo W (50%).

La Estrella is the largest annuity insurance company in Argentina.

### EXPERIENCE OVER THE LAST DECADES

Sale of stake in Standard Bank Argentina to Banco Industrial y Comercial de China, the largest bank in the world.

Exit from Telecom Argentina. Acquisition of Confiar S.A to market general insurance through Experta Seguros.

Acquisition of the Vrio Corp business unit from AT&T.

Acquisition of Torneos.

Regionalization of Vrio Corretora.

2012

2017

2019

2021

2023

2007

Acquisition of Fleet-Bank Boston of Argentina.

2015

Acquisition of QBE ART.

Rebranding of La Caja ART to Experta ART. 2018

Purchase of 150,000 m2 in the neighborhood of Núñez, to build an important real estate project.

2020

Sale of shareholding in TGS to Grupo Safra.

Experta Seguros expands by launching auto insurance.

Creation of Werthein Technologies.

Creation of Fivvy.

2022

Regional expansion Torneos - Colombia.

2024

Vrio Corp. - Amazon
partnership to develop
the satellite internet
market through Project
Kuiper.

## Portfolio



### **Agribusiness**

• GNNW - Agriculture and Livestock.



### Food and beverages

- Cachamai.
- Frutty.
- Arroyo Verde.
- Valley.



### Real estate developments

- Argentina.
- USA.
- UK.



### Media Tech

- DIRECTV.
- DGO.
- SKY.
- SKY+.
- Torneos.
- DIRECTV Internet.
- SKY Fibra.

- Mundea.
- DSPORTS.
- DNEWS.
- DGO Stream.
- DSHOW.
- OnDIRECTV.
- Win Sports.



#### Healthcare

- SOI.
- PraxArt.



#### Insurance

- Experta ART.
- Experta Seguros.
- Insurance Broker LATAM-Brasil.



### **Technology**

- OVERLABS.
- •skx.
- Fivvy.



### **Sustainability**

• Fundación Norma y Leo Werthein.



### Agribusiness



It is a family company that started its activities more than 100 years ago, pioneering in agriculture and cattle breeding in Argentina.

It specializes in the development of top-level bovine genetics, developing its breeding program in the main cattle breeds.

#### **Main Activities**

#### **GRAINS**

Wheat. Soybean. Sunflower. Cotton. Corn. Peanut.

#### **CATTLE LIVESTOCK**

Breeding. Intensive finishing. Fattening. Feed Lot. Ranches.



85.000 Hectares owned.

24.000 Heads of cattle.

**USD 17M** 

Annual sales.



#### Ranches

Farms dedicated to the sale of breeding stock, developing continuous genetic improvement programs both for females and males.



**Angus breed** adapted to temperate and cold climates.



Brangus and Braford breeds adapted to subtropical and tropical climates.







Business unit focused on the development of innovative food and beverage products for both the industry and our consumers.

Development of exclusive brands that are present in South America, North America and Europe.

### YERBA MATE



Arroyo Verde

### TEA



Cachamai O'CLOCK









One of the leading companies in Argentina in the production of top-quality natural products.

With over 70 years of history, it has a broad portfolio of yerba mate Cachamate, Cachamai Tea, O'Clock Tea and Cachamai biscuits.







13.500 TNS/YEAR

Yerba mate production capacity.

19%

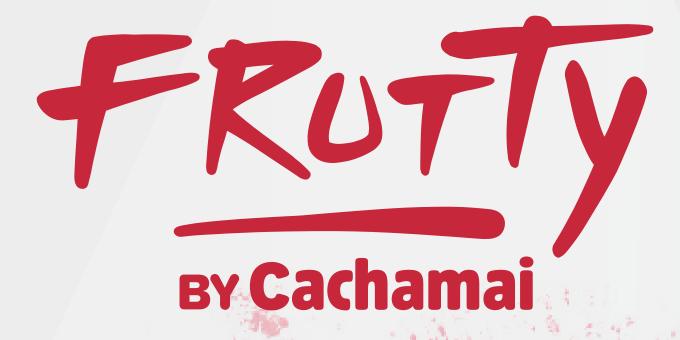
Yerba mate market share.











Cachamai adds to its portfolio an innovative and unique brand in the Argentine market.

A line of crunchy, healthy, natural snacks made solely with fruit, with no added sugar.

Frutty, crunchy snack. 100% fruit. Nothing else.

100% **NATURAL** 

100% **FRUIT**  **NO ADDED SUGAR** 











The 100% natural yerba mate and herbal tea brand that balances quality and accessibility.

An ideal option to enjoy at different times of the day with a noble and healthy product.

Arroyo verde goes with your day.

**Varieties** 

**MILD** 

**MILD MOUNTAIN** HERBS

**BURRO** 



### VALLEY

Dedicated to the production and commercialization of dehydrated fruit derivatives, especially apples.

Supplies the best commodities at the exact moment of harvest.

Exports 95% of its production to the 5 continents, with the USA and the European Union being its main markets.



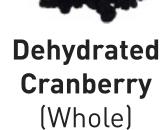
**Dehydrated Apples** (Cubes)



**Dehydrated apples** and **Pears** (Paste)









**Dehydrated Pears** (Pieces)



**Dehydrated Strawberries**(Pieces)





**2.500 TNS/YEAR** 

Dehydrated apple production capacity.



### LANDMARK

DEVELOPMENTS

Business unit dedicated to real estate developments.

Constantly researches the latest trends, carrying out innovative real estate projects of various scopes.

It has built more than 500,000 m2 in diverse projects, both in Argentina and abroad.

### **Ongoing projects**

Argentina

















### DIRECTV DGO SKY SKY+ terneos

Vrio is the leading provider on entertainment, information and connectivity in South America and the Caribbean.

Vrio's vision is to be the largest and most innovative media tech company in Latin America.

With connectivity solutions an DNEWS and information services, the best sports and entertainment shows, Vrio Corp. occupies an incremental space of wholesale and retail distribution, proprietary and licensed content, through its brands DIRECTV, SKY and its live TV and streaming platforms DGO and SKY+.

Vrio offers services in Brazil through the SKY - SKY+ brands and in Argentina, Barbados, Chile, Colombia, Curaçao, Ecuador, Peru, Trinidad and Tobago and Uruguay through the DIRECTV - DGO brands. DGO is also present in Mexico. Vrio also includes Torneos in Argentina and Colombia.

Through DIRECTV Internet and SKY Fibra, it provides 100% fiber-optic internet service in several countries in the region.







### **OUR BRANDS**

### JIRECTV

Provides the best entertainment and information experience in Argentina, Chile, Colombia, Ecuador, Peru, Uruguay and the Caribbean.

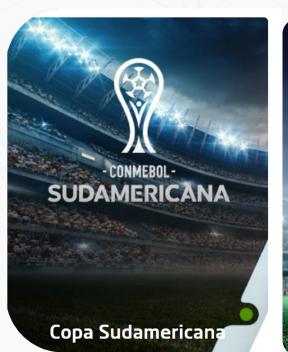
The company acquires, produces and distributes exclusive content, a wide variety of entertainment and information offerings, in order to provide the best user experience.





It is DIRECTV and SKY's "direct to consumer" streaming platform. It combines the best of local and international live TV, sports programming, news and the OnDemand world of movies, series and documentaries.

DGO is present in Argentina, Chile, Colombia, Ecuador, Peru, Uruguay and Mexico, while SKY+ is present in Brazil.













### **OUR BRANDS**



With a wide content variety and offer, it is the largest satellite paid TV company in Brazil.

Its mission is to offer and democratize entertainment for all Brazilians, continually investing in offering products and services suited to each consumer and their local idiosyncrasies.



The leading company with **more than 40 years** of experience in content creation and value-added solutions for the **sports and entertainment industry.** 

It offers the organization and production of events, the acquisition and commercialization of rights, and the management of licenses and e-commerce for the most important sports clubs and federations.

It operates in Argentina, Brazil, Colombia and Peru.

Vrio owns 61.5% of Torneos.















### **OUR PRODUCTS**





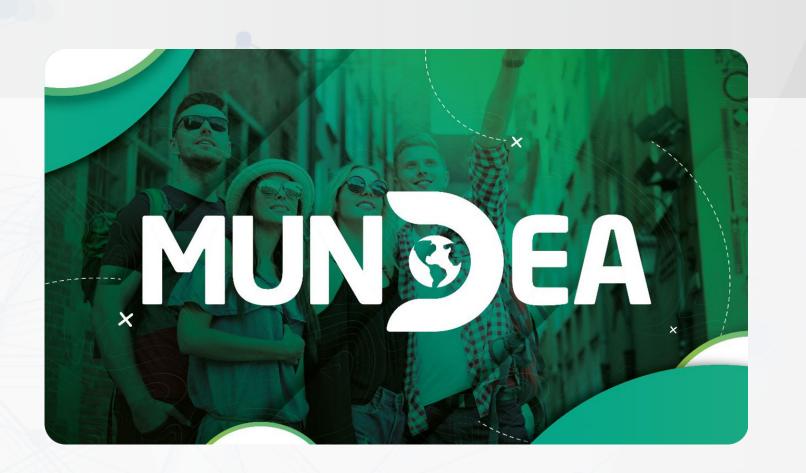
It is DIRECTV and SKY's 100% fiber optic internet service, recently launched in several countries in the region, which provides connectivity to our customers.



It is a digital travel agency that offers the best experiences: booking tickets, accommodations, packages, cars, activities and much more.







### **OUR ORIGINAL TV SIGNALS**

Offers a wide range of our own and licensed local and international content. Vrio brings the best entertainment experience to millions of homes, including sports broadcasts, live music shows, information, movies, TV series and documentaries, with the best image and sound quality.





#### Healthcare



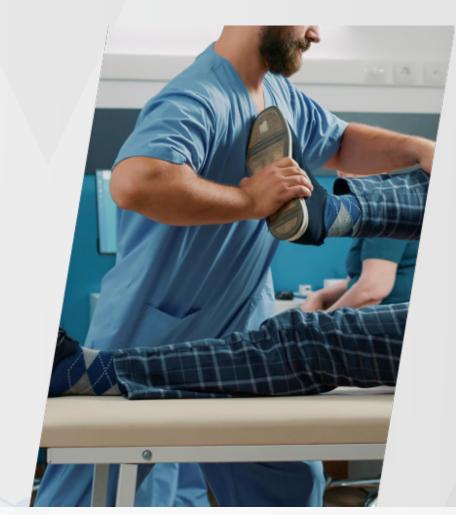


The company provides care to **patients who have had work-related accidents** and/or occupational diseases.

### **Specializations**

Plastic Surgery | General Surgery | Kinesiology Occupational Medicine | Occupational Health Orthopedics | Traumatology.





+ 12.500

Medical appointments.



\_ 3.20

Medical discharges due to occupational accidents.



50.500



3.000



+ 1.000.000

Recovered workers.





The company has a 25-year track record in the Argentine insurance market.

It is one of the main insurance companies in the country.

It offers an ample portfolio with coverage for individuals, large companies, businesses, SMEs and agricultural producers, combining innovation and experience with more than 6,500 strategic partners.

















It is the third largest occupational risk insurance company in Argentina. It cares for the health and safety of its insured workers, providing innovative services in occupational risk prevention and collaborating with client companies to create healthy and safe workplaces.





National presence.



Inspection with drones.



Exclusive App for clients.



Wide **network of** medical providers.



Augmented reality.



Extensive team of professionals in prevention.





Beneficiaries.





# INSURANCE BROKER LATAM - BRAZIL

Our Broker, in alliance with leading insurance companies in the region, offers a wide range of products, innovative coverage and solutions adapted to different client segments.

Providing our expertise in the insurance market, developing commercial strategies that expand markets and generate new business opportunities.

Our Risk Management area protects our clients' assets through the design of tailor-made risk plans.





### OVERLABS

SIMPLIFY TO AMPLIFY

**OVERLABS** is a company specialized in **consulting**, **services** and **development of state-of-the-art software** and applications in Brazil, which plans to expand to Latin America starting in 2025. Its solutions include both **external** and **internal consulting**, adapting to the needs of each client.

Its services focus on **reducing** operational costs and guaranteeing **freedom** of choice of **tools** and **suppliers**. In addition, its **open source** solutions allow clients to maintain complete control over their systems, without having to worry about the availability of additional resources.

The company is part of the **Werthein Group**, which has an extensive 35 years of experience in technology services.





skx is a new and innovative Fintech that is already operational for strategic allies of SKY Brazil and from early 2025 will be available to the millions of customers of the leading media tech company in connectivity and entertainment, before opening to the general public.

It is an easy, agile and hassle-free access platform that offers access to financing under very competitive conditions, as well as payments and transfers, and credit and debit cards, among other possibilities.

The Fintech is working in association with SKY, a company familiar to millions of Brazilians, to broaden the business horizons of partners and customers. As strategic partners, the media tech company incorporated and offers the financial services developed by **skx**.

Committed to cooperate to bridge the digital divide in Brazil and the rest of Latin America, Grupo Werthein thus took a step towards reducing the financial gap in the largest Latin American economy.





We have created the most disruptive and innovative Customer Intelligence platform in the market. It is suitable for all companies and industries that have a Mobile App and want to gain a unique insight into their users, including which competitors they interact with, their lifestyle details or preferred social networks.

Through Fivvy, companies can meet their goals, generate additional revenue through data, be customer-centric, and streamline their marketing and product development investments, among other aspects.





### Sustainability



### FUNDACIÓN

### Norma y Leo Werthein

At the Fundación Norma y Leo Werthein we promote projects that improve the world in the Education, Culture and Sustainability areas.

We dedicate ourselves to promoting and supporting programs and activities through investment, work and the use of the available tools with the purpose of creating a more sustainable world.

#### At the foundation

We manage **Grupo Werthein's** sustainability actions.

We generate real and measurable regional transformations.

We develop tools for a more sustainable, inclusive education without a digital divide.

We promote creativity, communication and diversity among individuals and their different cultures.

### Sustainability



### **EDUCATION**

- Encuentro Mundial de Jóvenes SCHOLAS WORLD ORT.
- Sustainable schools in Argentina, Brazil, Uruguay, Ecuador.
- Ciudadanía Global.
- DIRECTV en tu comunidad.
- PJ Library.
- The only Edutainment channel in the region, Escuela+.

### Projects that improve the world



### **ART AND CULTURE**

- Colección Pampa.
- Las Dos Mariette.
- Marta Minujín's Books: El Partenon de Libros prohibidos and Marta Minujin en Nueva York.
- UDAONDO at Casa FOA.



### SUSTAINABILITY

- Alamesa.
- Aula Sustentable sobre Ruedas.
- Escuela Aurora de un Nuevo Mundo, Catamarca.
- Fundación Casa Angelman.
- Fundación Tzedaká.
- Hecho en Buenos Aires.
- Hospital de Niños Dr. Ricardo Gutiérrez.
- Programa IMPULSO.
- Templo Libertad.



One group.
One philosophy.
A different approach to business.