

# SUSTAINABILITY REPORT





#### Water is vital for human survival.

- On average, a person consumes about 130 liters a day, and it is estimated that 8% of the population in Latin America does not have direct access to it.
- The use of water in the productive sectors generates approximately 60% of the GDP, and much of it is consumed for agricultural production.
- With the growing demand for agricultural products for human consumption, it is necessary to optimize the use of the resource to sustain production and not affect neighboring communities.
- Ai Bruna for our clients that produce Sugar Cane, can predict the optimum harvest timing, reducing water usage by up to 11%, with monthly water savings more than 14,000 m3 of water that could be supplied to more than 36,000 people in a month.

# The great energy consumption is currently sustained largely by the use of fossil fuels, coal and gas.

Slowly new sources of renewable energy are gaining ground.

According to the IEA (International Energy Agency), since the 1990s, world consumption has doubled, and if we are not capable of reducing consumption or scaling up new renewable sources, the impact can generate the permanent unsustainability of the entire industrial sectors.

Ai Bruna can predict demands for raw materials and inputs, allowing the optimal use of inputs, directly impacting the energy use necessary for the production stages of processes.

Predicting the characteristics of raw materials allows the configuration of processing machines, steam tanks, reactors and production lines that consume about 76% of the total of a paper production plant, or 83% in a mineral processing plant.

Bruna's optimization is capable of reducing up to 14% of energy use in different processes, which has an impact of 2% in cost reduction.





### OUR BUSINESS MODEL

#### Sustainable Business Model



Al Bruna is marketed as Software as a Service, mainly to reduce large initial investments in the infrastructure and equipment necessary for massively processing the information and the different algorithms that are part of the solution.

This model allows customers to have short-term returns on investment (ROI), facilitating the incorporation of technology.

Al Bruna is made up of several modules specifically designed to solve different problems. One of these, processes the available information projecting predictions of values, such as price, demand, and product characteristics in advance, allowing decision making. Another module is Optimization, where the solution is capable of making the most of the available raw materials, or the plants where the products are processed, considering the prediction information of the previous module.

This model allows Altum to maintain operations, since it ensures customer loyalty in the medium term and, on the other hand, a stable monthly income.

Currently, this model has reflected a customer LTV of over USD\$60,000 with customer acquisition ratios over 11x and growth of 5x compared to 2020.



## STRATEGIC PARTNERS

**OUR SPECIALTY IS OUR TECHNOLOGY** 

- \* Partner search and selection framework.
- ★ Disaggregated Bruna services architecture.
- ★ Modular technology.
- \* Framework and standardized implementation methodology.
- \* Own Sales Force:

Chile, Peru, Mexico, Spain, USA



★ Sales with Partners:



\* Success story sales with partners:

Brazil (Toppen) 2022





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In agribusiness, the main problem is the lack of tools to project crop yields.

The importance of knowing performance lies in the ability to satisfy contracts and business commitments with customers.

By not having accurate performance information, there is dissatisfaction with contracts and therefore operational losses.

To adequately predict crop yield, a set of neural networks are capable of predicting yield considering multiple variables, such as geographic area, elevation, climate, soil type, nutrition, use of fertilizers, and irrigation.

To determine the crop yield, the first thing is to determine at which point of the crop life, the concentration of the expected product is higher, that is, on what date its harvest will be optimal, considering that any subsequent additional effort will not yield higher yields.

This process makes it possible to determine the optimal harvest date, key information for the commercial areas to project sales and commercial contracts.

MANAGEMENT PLATEORM

At the same time, the impact on the decrease in the use of water, manure and fertilizers and the human resources that carry out maintenance.





### The mining industry is one of the most important economic activities in Chile.

With the constant price variations of metals in international markets, and with a rise in historical production costs, mining companies seek to optimize all production processes to increase profit margins.

To properly process material from mining extraction or tailings, there are thousands of variables that affect the quality of the final product, making it almost impossible to configure each stage of mineral processing to reduce product variability.

Understanding the behavior of each process according to the raw materials is possible thanks to a set of neural networks that Bruna offers to predict the technical characteristics of the inputs, and with that, parameterize each of the following processes that allow obtaining a product with qualities determined and that meet the technical requirements.

Grupo CAP currently produces more than 16.5 million tons of pellet-feed per year and uses Bruna to predict the type of raw material coming from a mine tailings up to 12 hours in advance, which allows adjusting the use of inputs, saving up to 8% in using raw materials for the same production.



In addition, optimization allows us to meet the satisfaction of international contracts, which represent more than 90% of our annual production.









We are committed to generating value for our customers and users and promoting profitable growth in all business units.

We will continue to innovate in solutions, applying technologies that solve the challenges of the industries.

We will promote the comprehensive development of workers and promote technological transformation in our team and clients through training and Customer Success programs.

We will promote care for the planet through the sustainability management model:

- Grow profitably and sustainably in all business units.
- Continuous innovation.
- Potential comprehensive development of workers and users.
- Promote technological and cultural transformation.
- Promote care for the planet through the sustainability management model.

ALTUM

#### Our vision of Artificial Intelligence:



Al Altum Lab, value is generated by people. Technology is a complement. We believe in human value and in the transversal development of each member, providing professional development opportunities to collaborators.



#### CREATIVITY

We have the ability to create, imagine and innovate, adapting to the needs and challenges that the market and our clients present to us, always projecting ourselves towards a better future.



#### PASSION

We feel satisfaction and joy for what we do and appreciate those who work with us. We work with total commitment in the development of Bruna.



#### TRUST

We trust each and every person, in their abilities and skills for the delivery of a better service. We generate a bond based on competence, sincerity, credibility and involvement.

**SYNERGY** 



#### TRANSPARENCY

We consider everyone equal, seeking equity where each one can enhance their goals and opinions, generating fulfillment in the team and in the clients.



We work as a team. consolidating all areas to be able to synergistically face all the challenges that the market and customers present to us, constantly seeking continuous improvement in our process for a better service.



PLATFORM

#### HOW DO WE DO IT?



COS EFFECTIVENESS We generate a business model with long-term impact.

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COMMITMENT TO PEOPLE We promote the growth and personal development of our employees.

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## Bruna

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SEDEMOSEN AD ASSING We implement technologies that have a positive impact on the environment.



The creativity, knowledge, technology financial resources of all of and society are necessary to achieve the SDGs in all contexts.

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## Altum contributes positively to the **2030 Agenda for Sustainable Development** through the following SDGs:



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Carabela Fondo Semilla Angel Ventures Guadatajara



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