

Puerto Rico, July 2021

To whom it may concern:

Conspro Corp. is a dynamic and innovative, and environmentally responsible construction products wholesaler established in Caguas, Puerto Rico, since the year 2000. We sell, distribute, and market specialized concrete construction products, such as construction chemicals, adhesives, sealers, waterproofing systems, and specialized concrete coating systems, to the hardware and construction industry both in Puerto Rico and the Caribbean.

Between February 2021 and July 2021, Conspro Corp. developed, in conjunction with London Consulting Group, the "Progression" improvement Project. This project developed initiatives focused on productivity and optimizing the processes in the logistics area (purchases, warehouse, and dispatch). Some of the favorable results we have obtained due to the initiatives implemented were:

- 12% reduction on lost sales due to out of stock.
- Design and construction of an inventory reposition tool to manage imported items.
- Product catalog optimization by 28%. Slow movement and low margin products were eliminated.
- 40% reduction of returns due to new policy implement.
- 10% of warehouse space were released due to the implementation of a plan to dispose obsolete and non-movement products.
- 2% reduction of the cost per package in the outsourced delivery trips.
- Design and implementation of a process to manage expirable products.
- Implementation of cycle counting process.

In addition to the results mentioned above, the "Progression" project contributed to the creation of a new results driven culture, trough the incorporation of new technological solutions that provided tools for analysis, planning, and execution, which helped established new processes and strengthen existing ones.

The project was successfully concluded within the agreed timeframe, generating an annualized forecasted return on investment of 1.1 to 1, surpassing our initial estimates. This was achieved due the professional work carried out by both Conspro Corp. personnel and London Consulting Groups team.

The way change was managed, the training process, the dedication displayed by the members of the London team, as well as, the methodology and the way it was applied throughout the different phases of the project, were key to achieving both qualitative and quantitative results.

We are happy to recommend London Consulting Group as a professional and committed firm which positively impacts organizations work culture through the implementation of practical solutions, as well as through their leadership and commitment towards capitalizing on tangible results in the short term.

Sincerely,



Alberto Sabat
Sales Manager