



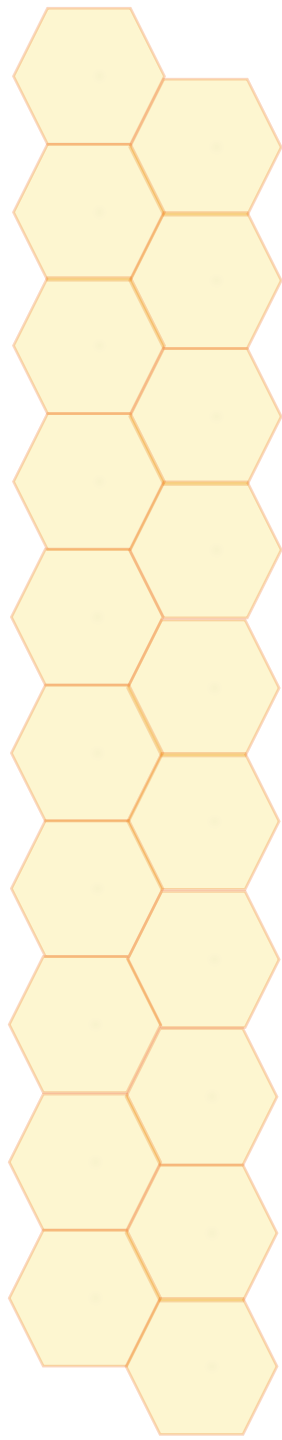
Company



- Apiarrios San Martín (ASM) is a 100% Mexican company, dedicated to the production and warehousing of natural honey.
- The Company has the purpose of satisfying the demands of our international and national clients, fulfilling with the highest standards in: quality, service and security.
- ASM is an active member of AMEMACC (Mexican Honey Exporters Association) for its acronym in Spanish, which is integrated with the 12 principal honey exporters in Mexico.

Company

- ASM started with the exportations of honey in **1987**.
- Now days, ASM is one of the principal buyers of honey in Mexico and has an excellent reputation between the beekeepers of Mexico;
- We have archived to preserve the commercial and personal bound with our first clients and we continue working on new trade relations.



Our Values

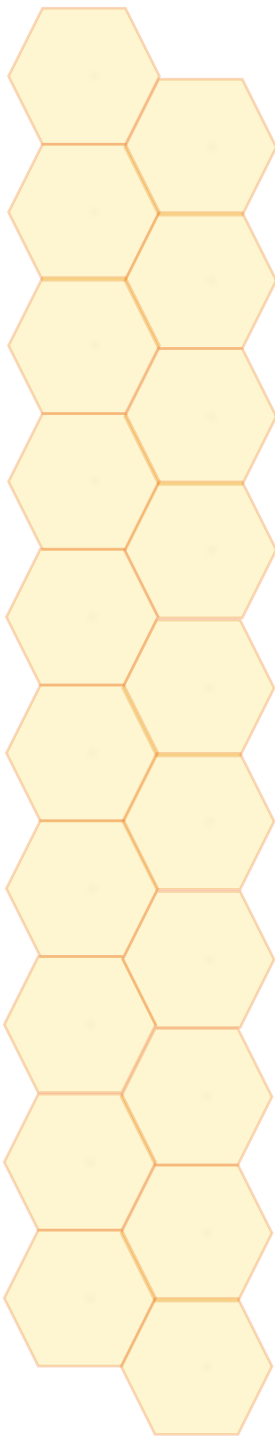
- Responsibility
- Respect
- Excellence
- Confidence.



The honey that ASM products and warehouse from all over Mexico



Type of Honey	Millimeters of Color	% of Moisture	Season	Quantity in Tons	Region
Cremy yellow/ Mantequilla / Aceitalla/ Acahual	30-45	17 -18.5	Nov - Dic Nov - Dec	700-1000	Puebla / Tlaxcala / Morelos
Campanita	25-50	18-19.5	Dic - Febrero Dec - February	700-1000	Itsmo de Oaxaca/ Costa de Chiapas/ Costa de Oaxaca
Cocuile	30-40	18-19.5	Febrero - Abril February - April	100	Veracruz
Mezquite	20-30	17-18.5	Abril - Junio April - June	250	Tamaulipas/Veracruz/ Guanajuato/Ags./ Zacatecas/Nuevo León
Orange Blossom	20-30	16-18	Marzo - Mayo March - May	140	Tamaulipas / Nuevo León / Veracruz
PolyFlower	40-120	18-20	Abril - Agosto April - August	700 - 1000	Centro / Oaxaca / Veracruz
Tahonal	35-45	18.5-19.5	Febrero - Abril February - April	180	Yucatán
Xabin	60-85	19 - 21	Mayo - Junio May - June	700 - 1000	Yucatán
Xixilche	60-85	19 - 21	Abril - Mayo April -May	700 - 1000	Yucatán



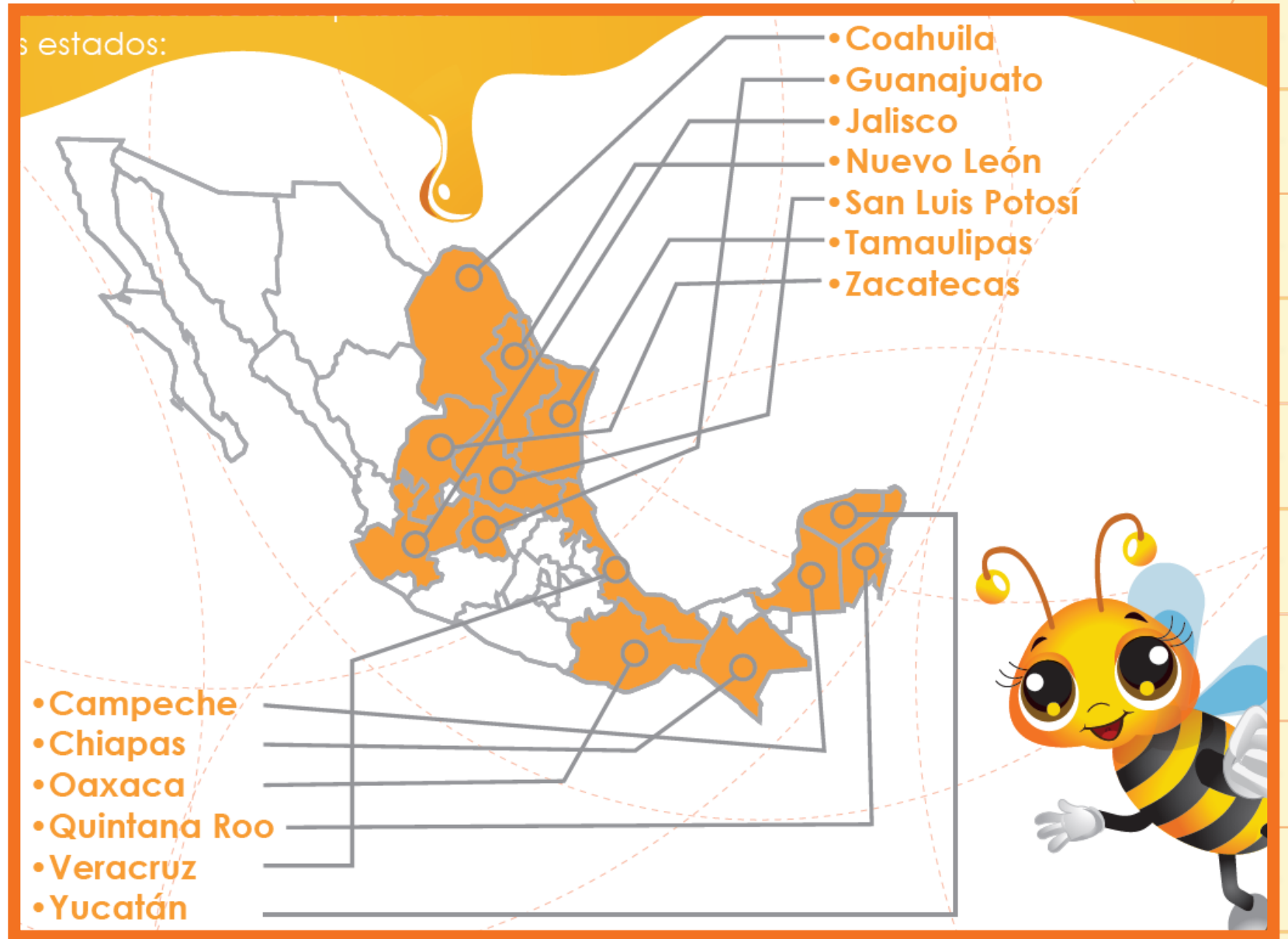
Honey colour scale



HONEY COLORED TABLE

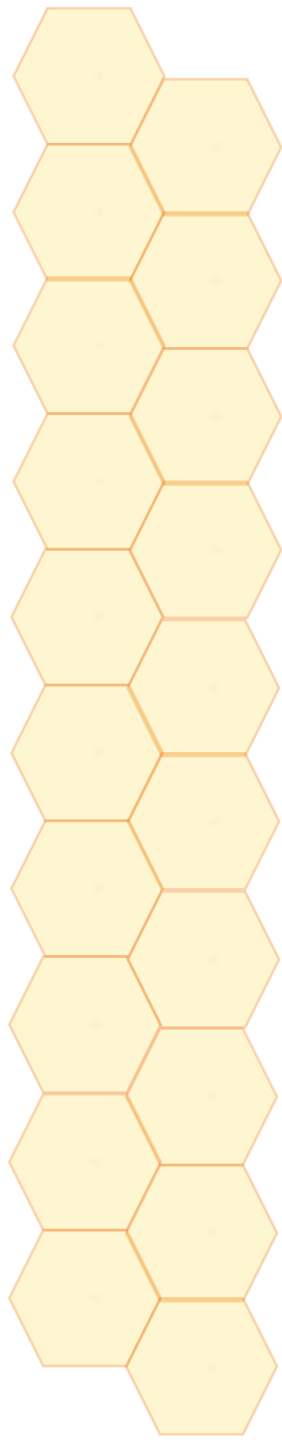
Honey names	Water White (WW)	Extra White (EW)	White (W)	Extra Light Ambar (ELA)	Light Ambar (LA)	Ambar (A)	Dark (DA)
Escala Pfund Millimeters	< 9	9 - 17	18 - 34	35 - 50	51 - 85	86 - 114	>114

The principal
states were ASM
collects honey



Certifications

- ASM concerned about the quality and reliability of our products has the following certifications:
 - Intertek- True Source Honey Process and Traceability Certification.
 - Good Management and Honey Packing Practices Certificate, coordinated by the General Direction of Food Safety in Agrifood, Aquiculture, and Fishing, for its acronym in Spanish (DGIAAP) from the Sanitary, Food Safety and Quality National Service for its acronym in Spanish (SENASICA).



Logistics

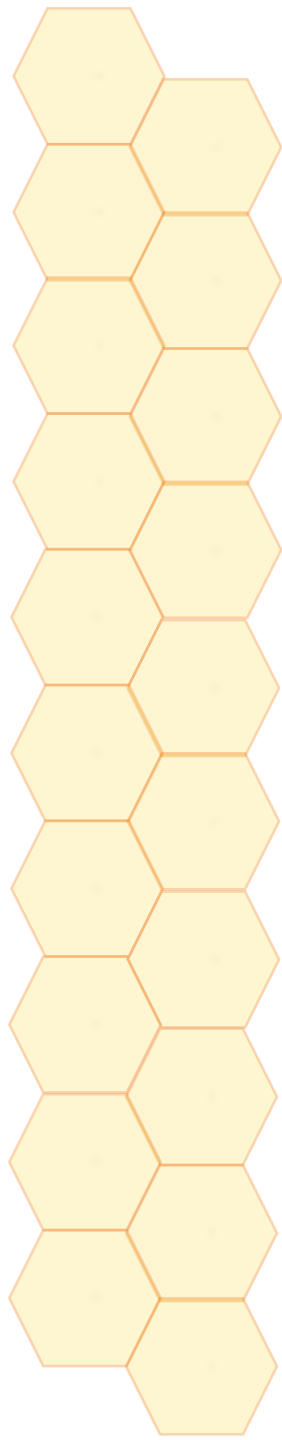


- ASM has an import company in USA helping their clients that need the honey on their storage. About the other countries, ASM helps on all the information that they need for the importations and we can also help on the logistics, as our clients needs it.
- We are prepared for help in whatever our clients need on the supply chain.

FTAs

Certificate of Origin and Quota Certificate

- Mexico has had a growing commitment to trade integration and liberalization through the formation of free trade agreements (FTAs).
- Mexico has a total of 12 free trade agreements involving 44 countries. These include agreements with most countries in the Western Hemisphere including the United States and Canada under the North American Free Trade Agreement (NAFTA), Chile, Colombia, Costa Rica, Nicaragua, Peru, Guatemala, El Salvador, and Honduras.





FTA's

Certificate of Origin and Quota Certificate



- In addition, Mexico has negotiated FTAs outside of the Western Hemisphere and entered into agreements with Israel, Japan, and the European Union.
- The honey has preferential tariff, duty free and quotas for some countries. ASM issue certificate of origin and quota certificate to the countries that need them.

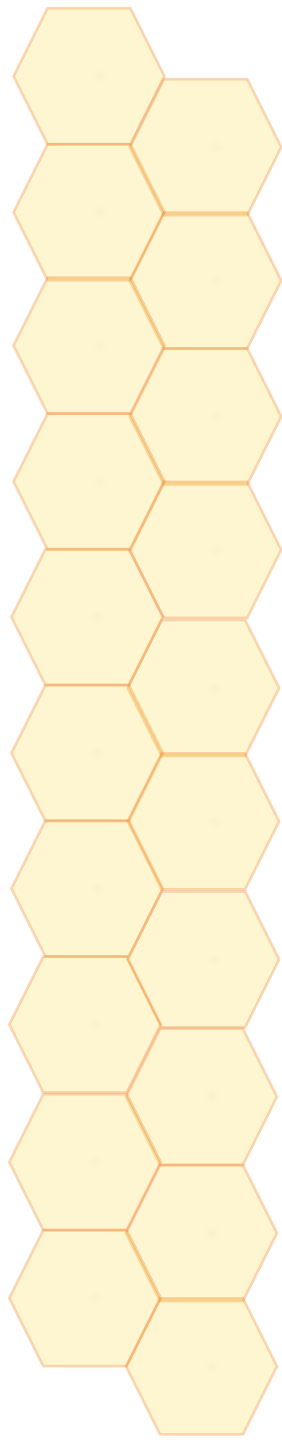
Our Clients

In the International Market we export to:

- U.S
- Japan
- Germany
- United Kingdom
- Spain

In the National Market:

- McCormick for his Carlota Brand, in the last 8 years
- Aunt Ofilia
- Products Ciervo
- Local Consumición



Apiarios San Martín



Thanks you for the
attention given to the
previous presentation