The GESVATEC system

Legal Origin Warranty for Protected Varieties









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The Gesvatec system









Background
Functions
Presence around the world

The Gesvatec label

Background

The Varietal Identification System called **Gesvatec** was developed in 2004.

Its development was carried out to meet the needs of the licensee of a protected variety of mandarin for Spain called Nadorcott, and thus to allow to have a control on-line of that variety, identifying the amounts of kilos packaged by the packers at their packing houses.

With the years the system has been modified in order to create an up-to-date, efficient tool that enables the licensor/breeder of vegetal varieties to verify and control the legal exploitation and propagation of its varieties.



In **GESVATEC SISTEMAS**, **S.L.** we are specialists to implement software for protecting agricultural products in order to avoid the illegal commercialization of such protected products at the markets.

Since then, we are developing a range of **Gesvatec** products to improve the protection of the protected products managed by the **Gesvatec** system in order to give to the IPR Companies or breeders a very useful tool to manage the rights of the protection of any protected product in any country where the product is present.

In **GESVATEC SISTEMAS**, **S.L.**, the satisfaction of our clients is really our commitment, and our more than 10 years of experience and our clients in more than 15 countries is the award to this commitment.

Our offices are located in **USA** and **Spain**. Our heardquarters are located in Valencia (Spain).



What is the Gesvatec system?

Gesvatec is an identification system whose objective is to provide the control mechanisms necessary to manage the legality of such protected products and to avoid the possible fraudulent use that it can arise in the process of their commercialization.

Therefore, **Gesvatec** is an strong legal software tool to manage the legality of the protected product as it protects and helps the legal owners, packers and growers of the protected variety against the illegal commercialization in the market.









Functions



Legal Production Management

Identification system that allows to manage the legality of any Protected Variety, Protected Designation of Origin (P.D.O.) or Protected Geographical Indication(P.G.I.).

Control Mechanisms

Provides the necessary control mechanisms to prevent any possible fraudulent use that may arise in the process of commercialization.

Commercial distinctive

Guarantee of legality for customers and supermarkets.

Distinctive Character

Allows to give to the product a distinctive character compared to similar products.

Royalty Management

Allows to manage the royalties of any Protected Variety, Protected Designation of Origin (P.D.O.) or Protected Geographical Indication (P.G.I.)

Real-time alerts

Real-time alerts to breeders, regulatory boards, packers and growers in case of possible irregularities.



Functions



Protects breeders, regulatory boards, packers and growers against the illegal marketing of the product.

Real-time information

Allows the owner of a protected variety or a regulatory board (P.D.O. or P.G.I.) to have full control of the legal production of the product in real time through internet.

Differentiation

Allows to differentiate legal growers and packers.

Traceability

Traceability of origin associated with the labels (campaign, packer, cultivation, grower, and so on).

Identification of the protected product

Identification of the product with unique and distinctive labels differentiating the product regarding similar products.

Helps the management of the protected product

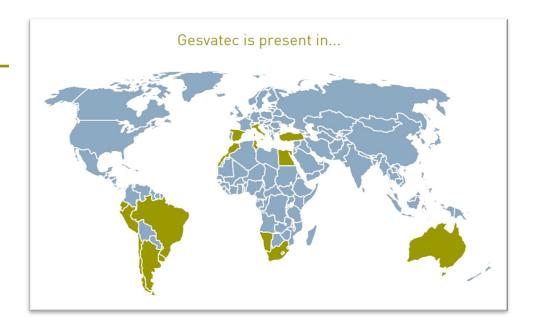
We provide access to information of the protected product in a clear and simple way. Hundreds of users around the world corroborate the simplicity of use of our Gesvatec system.



Gesvatec around the world?

Our **Gesvatec** system is currently present in 15 countries where some protected varieties are being managed and protected with the system.

- ✓ Spain
- ✓ Italy
- ✓ Morocco
- ✓ Tunisia
- ✓ Egypt
- ✓ Turkey
- ✓ South Africa
- ✓ Namibia
- ✓ Australia
- ✓ Brazil
- ✓ Ecuador
- ✓ Peru
- ✓ Chile
- ✓ Argentina
- ✓ Uruguay





Our figures...

- 4 Continents
- 15 Countries
- 24 Protected varieties
- 553 Packing houses
- +2,608,000,000 Managed kilos
- +183,000,000 Printed labels
- +2,500 Industrial printers compatible models

models

+2,500 industrial printers compatible

The Gesvatec label

The **Gesvatec** label ...

- Identifies the legal origin of the protected product in order to differenciate it respect the illegal ones.
- Certifies that the product comes from legal plantations which have the appropriate license issued by the breeder or license holder.
- The labels will be applied on the boxes. It is not necessary to stick the labels on the "packaging unit".
- It does not replace any of the labels the packer is currently using for identifying the packaging.
- Any trademark or additional information that the packer deems appropriate can be added to the packaging.

Features of the labels

Secure

Bi-dimensional Datamatrix barcodes will be used to avoid fraud.

Unique

Each label has a serial number which makes them unique.

Differentiation

The format of the label has been designed in such way to make them easily recognizable as Protected Variety.

Traceability

The labeling system will allow us the traceability of the product (farm, surface, plants, grower, packer, packing house, origin country and so on).





Varieties Portfolio

Here are shown all the protected varieties managed on the **Gesvatec** system so far:



TANGERINE

NADORCOTT

ORRI



Nadorcott

Nadorcott variety is also known as 'Afourer', and it arose from a seed of Tangor Murcott.

Features:

- It is a very productive variety.
- Vigorous tree.
- Excellent orange-red colour.
- Shiny skin.
- Good juice content.
- Easy to peel.



Orri

It resulted of the irradiation of the **ORAH mandarin** that took place in Israel.

- It is a solid fruit.
- Good skin colour.
- Excellent flavor.
- Easy to peel.



CLEMENTINE

Sando



Sando

Mutation of a fine clementine originated in Almenara (Castellón)

Features:

- Vigorous tree without thorns
- Intense orange colour.
- Easy peeling
- High water resistance



ORANGE

m7



m7

m7 is an ultra-early mutation of the Navel Orange 7.5. It was discovered in 2004 by Chislett Developments Pty Ltd, Kenley, Victoria (Australia).

- It is colored 4 weeks before Navel Orange (7.5 clon), with a high uniformity.
- Internal maturity 3-4 weeks before Navel Orange.
- Completely round shape.
- Extensive collection period, which stretches for 4 months.
- A very vigorous tree, with different foliage.
- It doesn't contain creasing, being firmer than Navel Orange with an undersized navel.



WHITE GRAPES

Early Sweet

Arra 4, 11, 15, 16, 30



Early Sweet

This variety, registered worldwide as **GRAPAES** and known by its brand "Early Sweet" ® is owned and marketed exclusively by the **Grapa Company Ltd.**

Features:

- Early ripening time
- · Creamly White colour
- Very good taste with slight Muscat flavor
- Seedless



Arra 4

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- White Mid-season variety with good rain resistance.
- Grower friendly, no manual work required.
- Very fertile variety.
- Aromatic with crisp, meaty texture.



Arra 11

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

- White seedless, early variety.
- Grower friendly, no manual work required.
- Fertile variety.
- Sweet and crunchy with a light Muscat flavor.



Arra 15

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**.

Features:

- White late season, seedless variety.
- Grower friendly, no manual work required.
- Very fertile variety with big and long berries.
- Crisp texture with excellent sugar-acid balance.



Arra 16

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide

Features:

- Medium sized bunch.
- Elongated, crunchy, sweet berries of light creamy color.
- Naturally sweet flavour.
- Crunchy and meaty texture.



Arra 30

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

- White seedless, early variety.
- Fertile variety.
- Elongated, crunchy, sweet berries of light creamy color.



RED GRAPES

Arra 2,10,13,19,28, 29,31



Arra 2

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Red seedless variety.
- Crunchy and meaty texture.
- Very large, crisp berries and excellent cherry color.



Arra 10

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Red seedless variety.
- Grower friendly, no manual work required.
- Early season variety.
- Long elliptic berries.



Arra 13

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

- Red seedless variety.
- Grower friendly, no manual work required.
- Very fertile variety.
- Early season variety.



Arra 19

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Red seedless, mid-season variety.
- Grower friendly, no manual work required.
- Good rain resistance.
- Naturally sweet flavor.



Arra 28

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Red seedless, late in the season
- Rain durable
- Large, crisp berries that have a hint of apple flavor



Arra 29

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Excellent shipping and storage ability.
- Very large, crisp berries and excellent cherry color.
- Fertile variety.
- Medium sized bunch.



Arra 31

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

- Red seedless variety.
- Naturally sweet flavor.
- Crunchy and meaty texture.



BLACK GRAPES

Arra 5,14,18,27,32



Arra 5

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Early black seedless variety.
- Easy to handle.
- Excellent shipping and storage ability.

Arra 14

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Black mid-season, seedless variety.
- Grower friendly, no manual work required.
- Fertile with good production.
- Naturally sweet flavor with meaty, juicy texture.



Arra 18

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

- Early black seedless variety.
- Grower friendly, no manual work required.





Arra 27

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Black seedless, mid-season variety.
- Fertile with good production.
- Long elliptic berries.



Arra 32

This variety is owned by **ARD** (Agricultural Research and Development), a subsidiary of the Giumarra Vineyards Corporation in California. It is marketed worldwide exclusively by **Grapa Ltd.**

Features:

- Black seedless variety
- Beautiful and very fertile variety
- Successfully growing in tropical climates



KIWIFRUIT

Soreli



Soreli

The **Soreli** kiwi was bred by the scientists of the University of Udine, Raffaele Testolin and Guido Cipriani. In 2013 the propagation rights for the EU where granted to **BIOGOLD**Intellactual Property (BGIP). An exclusive propagation licence outside the EU was granted in 2009 to **BIOGOLD International** (Pty) Ltd of Matieland, Stellenbosch, South Africa.

- Yellow-fleshed kiwifruit.
- Early ripening.
- Good cropping.
- Excellent taste.









Advantages

and Technical Requirements

License Holders

Packers

Growers



Advantages for the packers

The advantages for the **packers** who use the Gesvatec system are the following:

- This is a strong tool against illegal packers.
- The control system allows making accurate payments of Royalty to the license holder of the product.
- Efficient method of traceability of the origin of the legal product.
- Friendly user system which does not need highly qualified people to run it.
- Legal Origin Guarantee.

Advantages for the License Holders

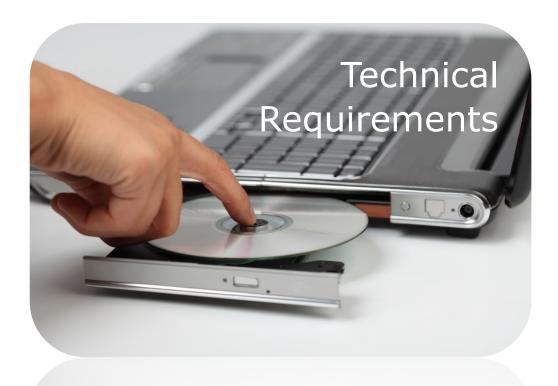
The advantages for the **License Holder** who use the Gesvatec system are the following:

- Total management of any protected product through the Internet using the Gesvatec web site.
- Reduction of illegal product in the market.
- Fundamental tool to manage Royalties or Fees on the product.
- Strong legal tool in case of legal suits against illegal producers.
- Total control in real-time of all reprints that have been made by each packer.
- If the Control Entity detects any irregularity in the commercialization process, it will be able to block the printings to any packer through the Gesvatec web site.

Advantages for the growers

The advantages for the growers who plant the protected varieties managed by Gesvatec are the following:

- Legal Guarantee.
- Good position in a unpredictable and saturated market.
- Legal position against marketing agent of illegal product .



Requirements for License Holders

The **Gesvatec** identification and management system for the CONTROL ENTITY of the variety includes the following requirements to use the system:

 Internet connection to access the Gesvatec website (www.gesvatec.com) with an 'administrator' user in order to obtein all information related to the protected product.

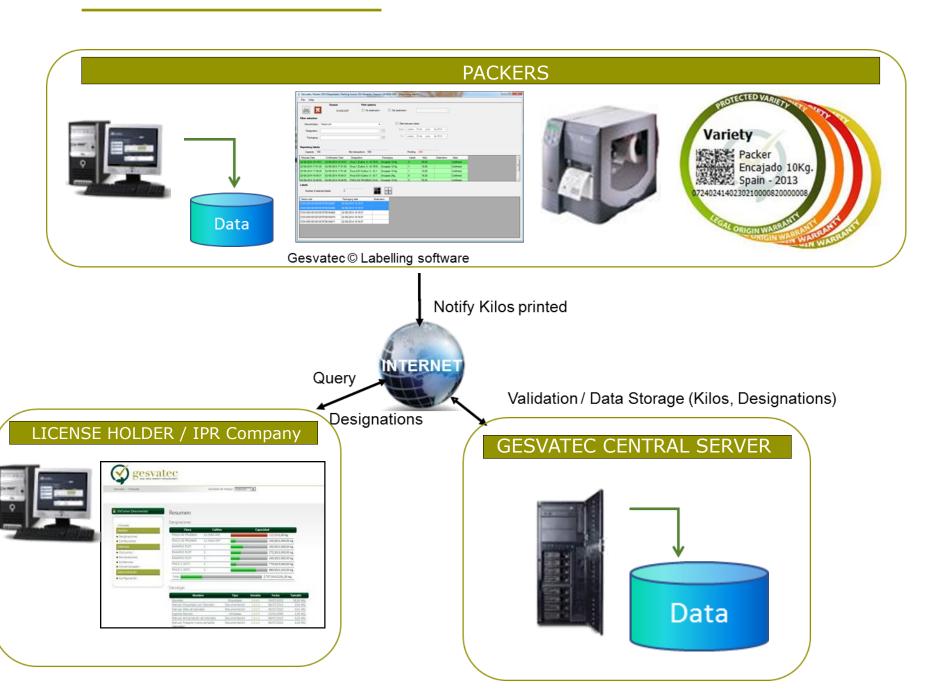
So, the Control Entity / Licensor / Breeder will just need to have an internet connection on their PCs in order to use the **Gesvatec** system. Nothing else is required.

Requirements for packers

The requirements for the **packers** to implement the Gesvatec system at their packing houses are the following:

- **Industrial Labeling Printer** (the Gesvatec system is compatible with +2.500 models of industrial printers in the market).
- The internet connection to confirm all the printings to the Gesvatec server in realtime.
- Rolls of labels of the protected variety
 (these labels will be supplied by a local supplier to the packers and not by the Gesvatec company).
- The Gesvatec Labeling Software.

Requirements for packers





Gesvatec Software Series

Gesvatec is the first global online management system for **protected varieties**, **Protected Designations of Origin** (P.D.O.) and **Protected Geographical Indications** (P.G.I.)

The purpose of the system is to provide the control mechanisms necessary to manage the legality of the protected product and avoid the possible fraudulent use that may arise in the commercialization process. **Gesvatec** protects and helps to the legal **owners**, **control entities**, **packers** and **growers** against the illegal commercialization at the market.

The **Gesvatec** system allows the packer to print out the amount of labels permitted by the Protected Product using the **Gesvatec Labeling Software**. These labels will identify the legal origin of the product.

Thus, the purpose of the system is to manage the legality of the protected variety, Protected Designation of Origin (P.D.O.) or Protected Geographical Indication (P.G.I.) and avoid any possible abuse that may arise in the commercialisation process.

Characteristics

- Friendly user experience.
- Multi-variety system.
- Multi-season system.
- On-line validation of kilos from plots designated to the packer.
- Designation of farms/plots to the packhouses.
- Label printing system.
- Data Encryption by a datamatrix barcode.
- Email alerts when possible irregularities occur.
- Remote maintenance services.
- Technical support.
- Dupdates to the latest versions of the product.
- Real-time alerts throught the "Warning Hub" on the web site.
- Statistics about seasons to compare data.

Gesvatec Web Site

The aim of the **Gesvatec website** www.gesvatec.com is to provide the **packer**, **licensee**, **IPR Company** or **breeder** with the information relating to the transactions/printings that have been made using the **Gesvatec labeling software** through several reports.

In addition, the packer will also be able to create the different packaging they will use for the protected product in order to carry out the labeling using the **Gesvatec labeling software**.

The packer will be able to consult the situation of the kilos charged to any of their farms/plots and check if their capacity or initial estimation of kilos has been exceeded in the system along the season.



Gesvatec Web Site



Gesvatec Labeling Software

The objective of the **Gesvatec labeling software** is to allow the packer to print out the amount of labels permitted by the **protected product patent**, **Protected Designation of Origin (P.D.O.)** or **Protected Geographical Indication (P.G.I.)**, bearing in mind that the whole production of such la-

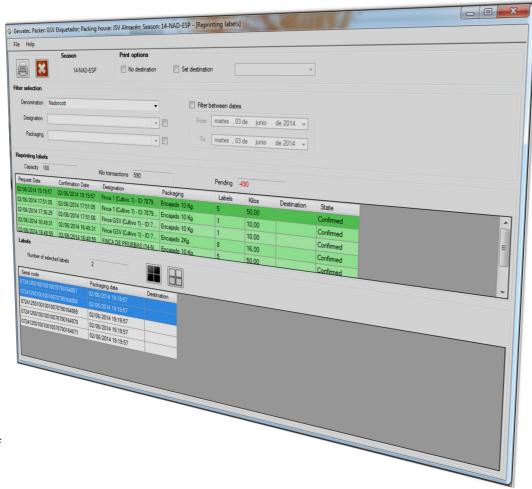
bels will be registered on the web server www.gesvatec.com.

Every kilo transaction registered on the **Gesvatec Labeling Software** is automatically communicated to the central system via the Internet. Consequently, the Control Entity responsible for managing the legal production of the protected product receives real time information concerning the number of kilos consumed by the packer. In addition, the information is classified by farm and packaging, and there are a series of alerts, which are triggered in the case of irregularities. The **Gesvatec** system will send an alert by email to the Control Entity (IPR Company or licensee) informing about any possible irregularity about the illegal production.

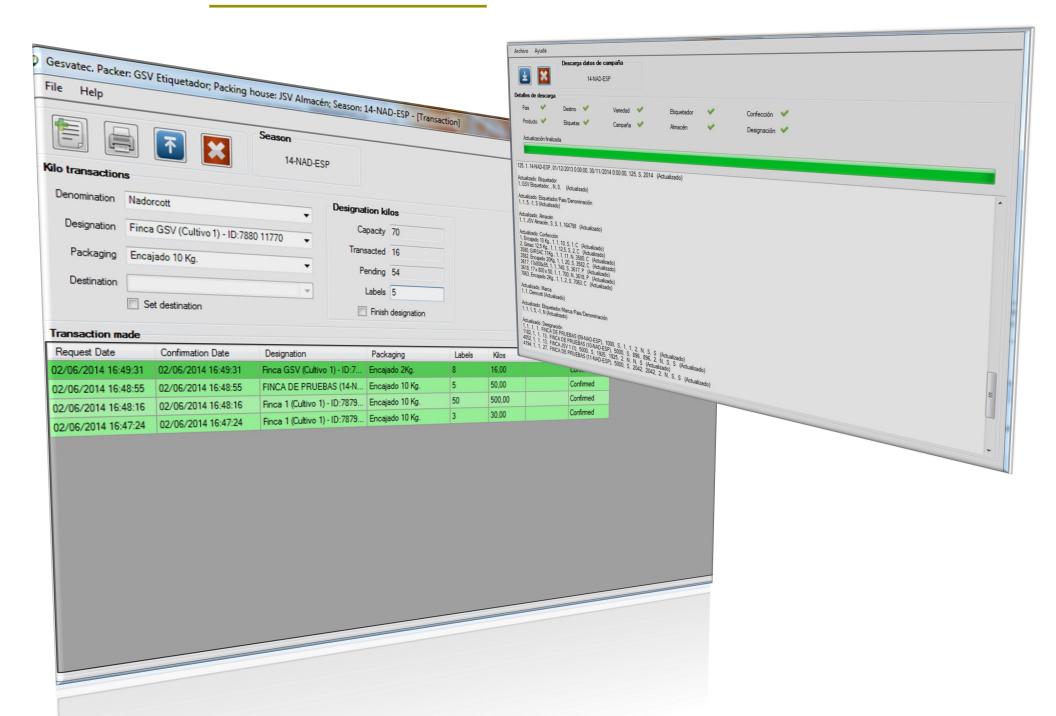
In case that the packer exceeds its assigned amount of labels/kilos, the Control Entity can prevent any further label printing remotely from the **Gesvatec website**.

Therefore, the **IPR Company**, **Breeder** or **Licensee** of the protected product will be able to check through the **Gesvatec website** all the number of kilos printed by

every packer and check if the legal production fits in the estimation and as a result leaves null the illegal production outputs.



Gesvatec Labeling Software



Gesvatec App

The world's leading **legality management software of protected products** now in its version for **Android mobile devices**.

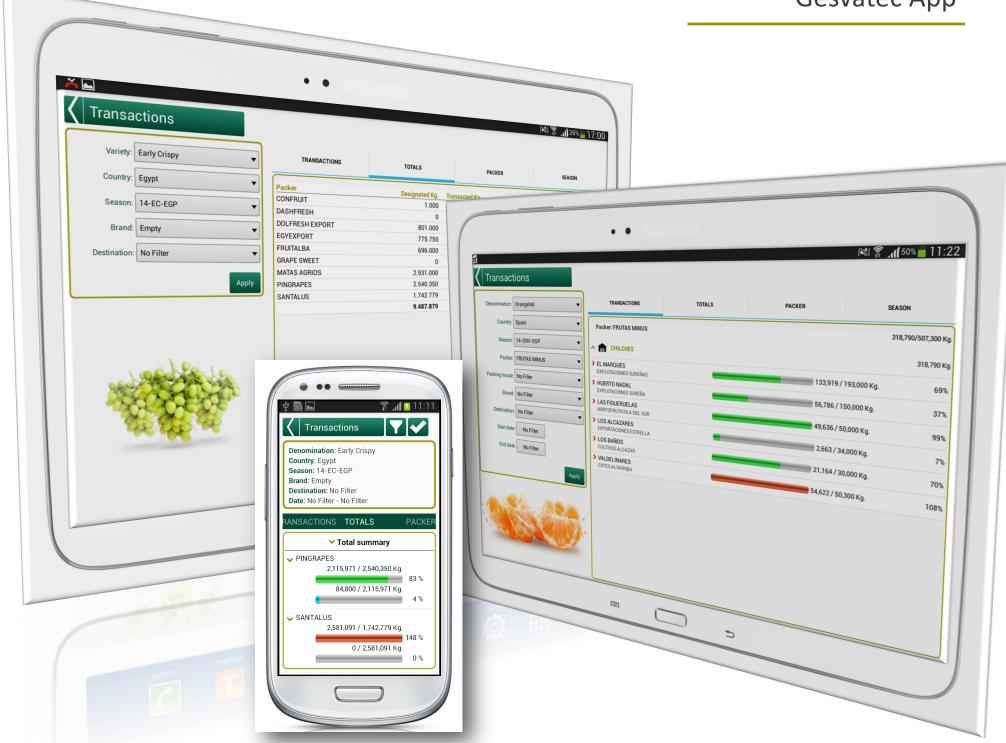
Geared for licensees or breeders of protected plant varieties, regulatory boards of protected designations of origin and protected geographical indications as to the direction and quality departments of the packhouses who label the protected products with the Gesvatec Labeling Software.

This new **Gesvatec app** for **Android** devices takes a **step further** in the management and control of the **legality** of the **protected product**.

Our **Gesvatec App** has initially been launched for users with Android mobile devices (smartphones



Gesvatec App





Why choose the Gesvatec system?



Experience

+ 12 years helping to the **protection** of the protected products.



Proven reliability

Gesvatec has proven its usefulness and reliability over the years.



Confidence

Our customers trust our **Gesvatec** system because it helps them to protect the legality of their protected products.



Service

Quick response of our Gesvatec Support Team (GST) for supporting our customers with our Gesvatec software products.



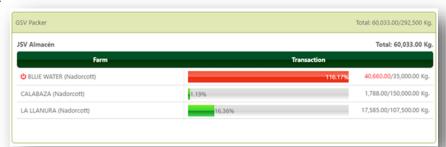
Services for License Holders

The following are the **services** provided to the Control Entity/License Holder/IPR Company for the comprehensive management of the ON-LINE variety.

- Hosting of the Gesvatec Central Database with the data of the protected variety and communications on the Microsoft Azure platform.
- Access to the Gesvatec website
 (www.gesvatec.com) as an
 'administrator' user for the variety in
 order to access to the data of all varieties managed by the Control Entity.
- Management tool in the **Gesvatec** web site for blocking the printings. The Control Entity will be able to carry out the following:
- To block all the printings to a packer from the **Gesvatec** web site.
- To block all printings from a concrete variety to a packer from the **Gesvatec** web site.
- To block all printings from a concrete farm to a packer from the **Gesvatec** web site.

 Real-time warnings to the Control Entity in the case that any packer exceeds the amount of kilos of a concrete des-

ignation / farm. The Control Entity will be informed by the "Warning Hub" about all possible irregularities caused by any packer (excess of kilos printed from a farm, huge amount of labels reprinted, and so on).



- Technical Service necessary for the proper functioning of the **Gesvatec** system for the Control Entity and for all the packers who work the variety.
- Remote support services given by the GESVATEC SUPPORT TEAM (GST) to all the growers (or any third party that meets the material criteria required to operate the labelling system) and to the Control Entity, addressing all the questions or problems related to the Gesvatec Labeling Software or the Gesvatec website.



Services for Packers

The following are the **services** provided to the packer (or any third party that meets the material criteria required to operate the labelling system) for the comprehensive management of the ON-LINE variety.

- Storage of data regarding all designations or farms worked by the packer in each season.
- Access to the Gesvatec website

 (www.gesvatec.com) to register all the packaging used by the packer on the Gesvatec Labeling Software.
- Real-time information about all the number of printings and labels transacted by the grower (or any third party that meets the material criteria required to operate the labelling system) using the **Gesvatec** Labeling Software.
- Implementation, training and revision of the Gesvatec Labeling Software from our office via remote connection.
- Technical support service that solves any problem related to the **Gesvatec** Labeling Software, and answers questions about the system.
- Updates to the latest versions of the **Gesvatec** products at no cost.

Security and Privacy

The **Gesvatec** system registers all data managed of the protected varieties on a central database. Only the **Gesvatec Team** will access that database for system maintenance purposes.

The features followed to ensure the privacy of the data registered on the system are:

- Total confidentiality of all data registered on the Gesvatec Central Database.
- Each user (breeder, IPR Company, packer) will use their own credentials (user & password) to access to the Gesvatec website (www.gesvatec.com).
- Double-factor authentification by sending a security code to the user's email inbox. This ensures the user is authorized to access the **Gesvatec** system.
- The Gesvatec system is running on <u>servers</u> with the following features:
- High-performance servers.
- Redundancy.
- High availability, which ensures a 99,5 of service availability.
- Gesvatec servers hosted in the Microsoft Azure © platform.



Gesvatec is present in...







Our Clients

Breeders
License Holders
IPR/PBR Companies
Packers

License Holders / Breeders / IPR Companies



Compañía de Variedades Vegetales Protegidas A.I.E. (Spain)

CVVP A.I.E is an economic interest grouping nonprofit, which aim is to provide the development and improve the results of the activity that its partners carry out.



Grapa LTD

(Israel)

Grapa Varieties is a family business dedicated to breeding and commercializing new table grape varieties around the world. Grapa represents the grape variety "Early Sweet", as well as the "ARRA" line of grape varieties.



Biogold International

(South Africa)

Biogold International is a group intellectual property management companies specialising in horticultural products and the horticulture sector.



Variety Innovation (Holland)

Variety Innovation is the company from Holland, who has the propagation rights for the EU for the Kiwifruit Soreli.

License Holders / Breeders / IPR Companies



Les Domaines Agricoles (Morocco)

A committed leading company with the mission of creating richness through producing, transforming and adding value to agricultural products and contribute to rural development whilst respecting the environment and promoting human development.



Citricom

(South Africa)

Citricom facilitates the intellectual property creation and implementation that enables the optimal development, cultivation and marketing of new premium quality citrus varieties and their fruit.



Orri Running Committee (Spain)

The Orri Running Committee has 3 main objectives to link with 3 different activities:

Control, Denfense and Promotion of the Orri Variety.







Headquarters

Gesvatec Sistemas, S.L

<u>Address</u>

Rio Pisuerga, nº 6 bajo 46011 Valencia (España)

Email

Info Email: info@gesvatec.com

Support Email: soporte@gesvatec.com

<u>Phone</u>

Info Phone: +34 963 391 890 Support Phone: +34 963 939 160 **USA Office**

Gesvatec Systems, LLC

<u>Address</u>

8493 Prestwick Dr.La Jolla, California 92037 (USA)

<u>Email</u>

Info Email: info@gesvatec.com

Support Email: soporte@gesvatec.com

Phone

Info Phone: +1 312 554 9151 Support Phone: +34 963 939 160