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— GRUPO —  
**P I S T A C Y L**

**DOSSIER**

2023



## WHO ARE WE?



Grupo Pistacyl is the fruit of Pérez Heras siblings' work, a family with a **long agricultural tradition** originating from the Valladolid town of Pozal de Gallinas.

Their love for the land and **innovative vision of agriculture** have given wings to this business group at the forefront of **sustainable cultivation**.



*"We are a family business group devoted to the land. Commitment, innovation and sustainability are our values.*

*We want to offer the best from the fields while taking care of our environment".*





## OUR HISTORY...

The origins of Grupo Pistacyl go back to 2001 with the constitution of the **first company focused on working the vineyards** in Pozal de Gallinas, which would later expand its activity to the provision of viticulture services in Castile and Leon and La Rioja.

In 2008 the Pérez Heras family decided to put faith in pistachio cultivation with a **first pistachio plantation** in their hometown and the implementation of **several research projects** aimed at adapting and improving the production and quality of the cultivation of this nut in Castile and Leon.



Currently, Grupo Pistacyl is the **largest producer of this dry fruit in Castile and Leon**, pioneering the commercialisation of raw pistachios through its company "Pistacyl".



Grupo Pistacyl is also a benchmark in **specialized advice and provision of services for the cultivation of this dried fruit**, as well as in the field of viticulture and forestry work, activities carried out by Agrícola Pistacyl.



Furthermore, since 2021 the group has been **making its own Rueda Denomination of Origin wine**, which it markets under the **Desacato** brand.



## PISTACYL, PISTACHIO PIONEERS IN CASTILE AND LEON



Pistacyl began growing pistachios in 2008 by planting the first 80 trees on half a hectare of land in Moraleja de las Panaderas (Valladolid), an area that has been expanded in later years.

Currently, the group counts on 12,000 pistachios trees distributed across 53 hectares on several farms located in the Valladolid towns of Pozal de Gallinas, Moraleja de las Panaderas and Fresno el Viejo, with an anual production of 40,000kg of pistachios.

Pistacyl's goal is to continue expanding the plantation area in the coming times in order to consolidate itself as the largest pistachio producer in Castile and also as the **first company that commercializes a raw pistachio**, without any kind of additives, salt or roasting.

Furthermore, in 2023 it began to market organically produced pistachios, after obtaining the European certificate.



### COMMERCIALIZATION

Pistacyl commercializes its pistachios at different sale points on national level, in the El Corte Inglés, Agropal, Gadis and Casa Elias supermarkets as well as the Tierra de Sabor Market.

In 2022, it has made first sales to Ireland, Portugal, France, Italy and has made first business contacts in Japan. The forecast it to export 50% of its production, mainly to Europe.





## AGRÍCOLA PISTACYL, SPECIALIZED SERVICES

Its extensive experience in agricultural work has allowed Grupo Pistacyl to put its **knowledge** and team of **more than 50 professionals** at the disposal of the land.

Through its company Agrícola Pistacyl, the group offer **advice, personnel and specialized machinery**, providing turnkey service to its clients throughout the country.



### VITICULTURE SERVICES

Agrícola Pistacyl has the most **modern fleet of machinery** equipped with the latest technologies to meet any need related to winemaking, such as mechanical harvesting, pre-pruning, trimming and defoliation.

It also has **professional experts** for the entire vineyard process, from planning the plantation to installing trellises, drip irrigation and vine care.



### SERVICES FOR PISTACHIO GROWING

Thanks to Pistacyl's experience and research on pistachios, the group is able to offer a **comprehensive and highly specialized service** in the **cultivation of this nut**, which ranges from planting the tree, to advising on the variety and production process of the nut, farm maintenance and harvesting



### FORESTRY SERVICES

Agrícola Pistacyl is also a **specialist** in the **design and field work** for the **planting of new forest areas** and the **recovery of unproductive areas**, through their reforestation by planting trees and shrubs in places and other areas.



## DESACATO, WINEMAKING TRADITION

Grupo Pistacyl has 30 hectares of its own vineyards in Pozal de Gallinas, Moraleja de las Panaderas and Fresno el Viejo (Valladolid), in the heart of the Rueda DO, on which it applies **Avant-garde cultivation methods** with which it has been improving the production and quality of its grapes.



In 2021, the company decided to make the leap to production and commercialization of its **first 2021 Desacato wine**, made entirely with the Verdejo grapes, achieving a **silver medal at the Concours Mondial Bruxelles 2022**.



With a **limited edition**, Grupo Pistacyl launched the second vintage of Desacato in 2022, also made with the Verdejo grape from its own vineyards.

Desacato is already present in different catering **establishments, supermarkets and stores** in Andalusia, Cantabria, Castile y Leon, Catalonia and Madrid, and has also started exporting to **European markets**.



## INNOVATION, SUSTAINABILITY, COMMITMENT

Since its beginnings, Grupo Pistacyl has looked for the best ways to take care of the land and the best adaptations for crops through the **promotion of different research projects** that have allowed it to optimize production and quality, always under the premise of **sustainability**.

In collaboration with prestigious entities and universities, the Pistacyl Group is a pioneer in the use of the **latest technologies and precision agriculture** to achieve greater efficiency and better use of water resources.

In addition, the company is investigating the development of **new products from its crops**, such as partially defatted **natural pistachio flour**, the first to be produced with these characteristics, **natural pistachio oil and pistachio paste**.



All this commitment to innovation and research has been recognized by the **Innovative SME stamp** from the **Ministry of Science and Innovation (2021)** and with **different distinctions** such as the **first prize for Rural Business Innovation (2017)** and the **second prize for Innovative Projects for Self-Employed and Rural SMEs in the province of Valladolid (2021)**.

Along with innovation, **food safety** is another priority in its production process, as endorsed by the **GlobalGAP** and other accreditations that support its **agronomically sustainable and waste-free production methods**.



**Responsibility and commitment** are also the fundamental values of Grupo Pistacyl, which it puts into practice through its collaboration with different **social initiatives** and with the **sports sponsorship** of the **Junior Recoletas Atlético Valladolid Handball Club**.



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