



Gustibus®

Company Profile - 5th July 2023

www.gustibusalimentari.it

History

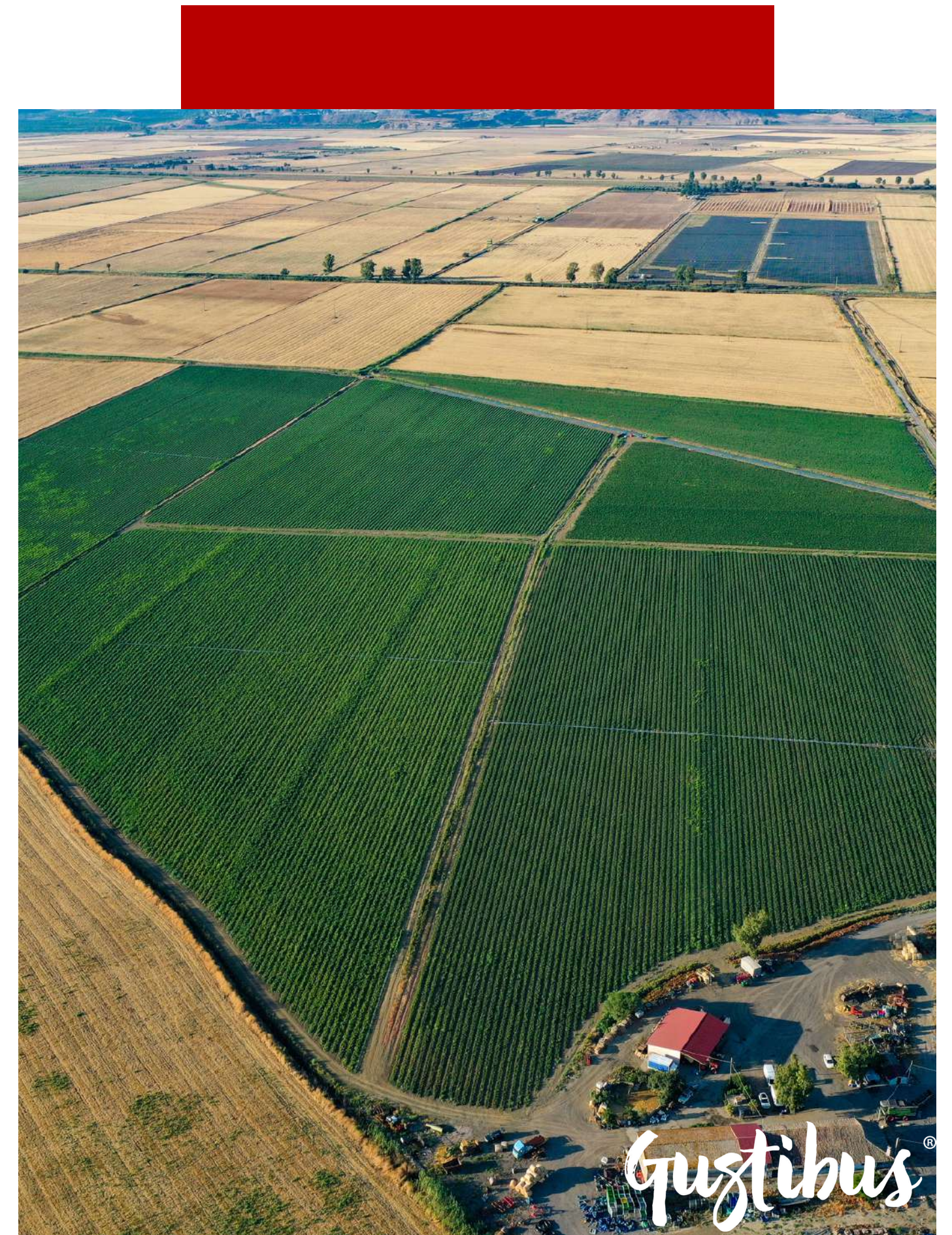
Gustibus Alimentari

Sicily, a treasure trove of precious and ancient flavours. A generous and sun-kissed land of real quality products. In this land grows the cherry tomato, with its intense red colour and its sweet taste becomes an excellent product thanks to the significant commitment of Gustibus Alimentari.

The company started operations in **2009** for the purpose of operating in the intermediary sector of the food trade, an activity still carried out today. The start of the manufacturing activity and the consequent operation of the industrial plant was started in **2016**, at the end of a substantial investment, which in fact transformed Gustibus Alimentari, from a trading company into a mainly manufacturing company.

Gustibus Alimentari is specialized in the production of pastes, ready-made sauces and gravies, spreadable creams and pesto sauces. Operations are carried out at the plant located in the municipality of **Assoro (Enna), Zona Industriale Dittaino, contrada Milocca, via Pasquasia snc.**

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Timeline

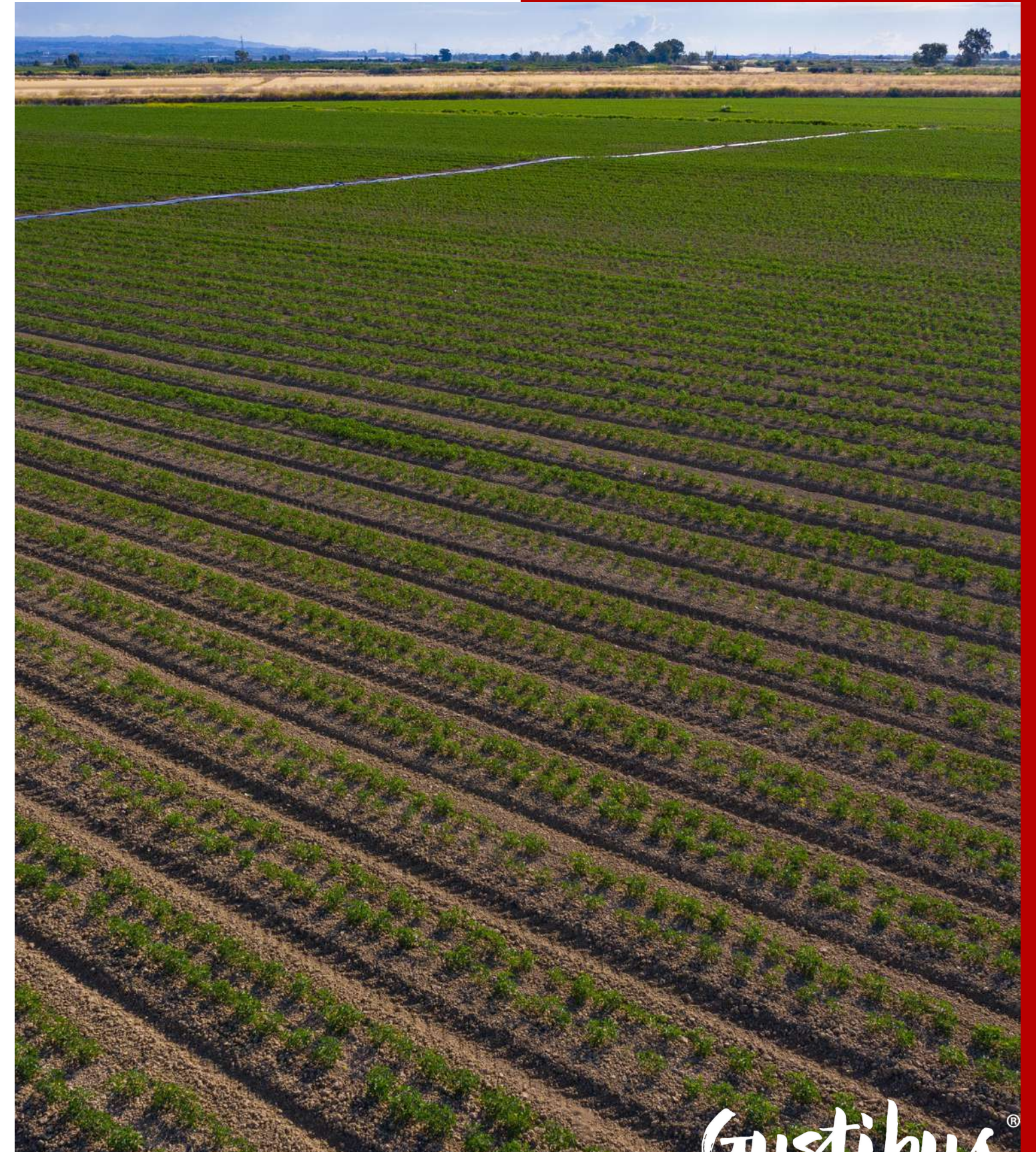
- March 2009** Company Foundation
- June 2009** Food products Broker Activity
- March 2015** Purchase of a warehouse in the industrial area of Dittaino - Assoro (EN). Investment € 0.4 mln.
- (2015)** The 2015 financial year records a turnover of ca. € 11.5 m ln.
- July 2015** Purchase of industrial building for production; plus office building, in Zona Industriale Dittaino - Assoro (EN). Investment € 0.6 mln.
- (2015-2016)** Renovation and completion of industrial building, warehouse and office building. Investment € 1.5 mln.
- (2016)** Entry into the large-scale retail market
- September 2016** Start of production of canned vegetables (Tomato and ready-made sauces, Pestos Sweet creams).



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Timeline

- (2017)** The 2017 financial year records a turnover of approx. € 12 mln.
- September 2017** Purchase of new FMT production line, called Line 1. Investment € 0.8 mln
- (2018)** Company Rebranding: New Logo
- April 2018** Purchase of an industrial building for production in the Dittaino Industrial Area - Assoro (EN). Investment € 0.5 mln.
- (2018)** The 2018 financial year recorded a turnover of approx. € 16 mln (+35% compared to 2017)
- December 2019** Automation of Line 1. Investment € 1.1 mln.
- September 2016** Construction of 2 new buildings connecting the 3 existing buildings, to be used as production/confection. Investment € 2 mln
- September 2016** The 2019 financial year records a turnover of approx. € 21 mln (+35% compared to 2018).



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Timeline

- (2020)** Purchase of new FMT production line, called Line 2, ALCO cookers, Ing. Rossi equipment. Investment € 3.5 mln.
- (2020)** The financial year 2020 shows a turnover of approx. € 29 mln (+40% compared to 2019).
- May 2020** Purchase industrial warehouse/production hall. Investment € 3 mln.
- July 2021** New FMT production line ordered, named Line 3. Commissioning March 2022. Investment € 2 mln.
- (2021)** Completion of industrial factory. Total area of over 20,000 sqm, of which approximately 10,000 sqm is covered area.
- September 2021** Agreement commercial agreement with 'Botticelli Foods L.L.C.' for the exclusive supply of red and white sauces.
- September 2022** Purchase industrial hall for production. Investment € 1.2 mln.
- (2022)** The financial year 2022 shows a turnover of approx. EUR 57m (+33% compared to 2021).



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Mission

To be a point of reference for national and international customers in the market of **ready-made sauces and sauces for pasta, tomato-based, white base and pestos**. To focus the company's daily activities on the **quality** of its products and raw materials, **control of production processes and attention to customer needs**.

Vision

Our vision is to be a **global benchmark for the premium pasta sauce and sauce market**, recognised for our commitment to **authentic flavours, innovative product development and sustainable practices**. We foster a culture of **respect, collaboration and continuous improvement** among our employees, partners and communities. Our goal is to build a legacy of excellence and integrity and make a positive impact on the food industry and the world.

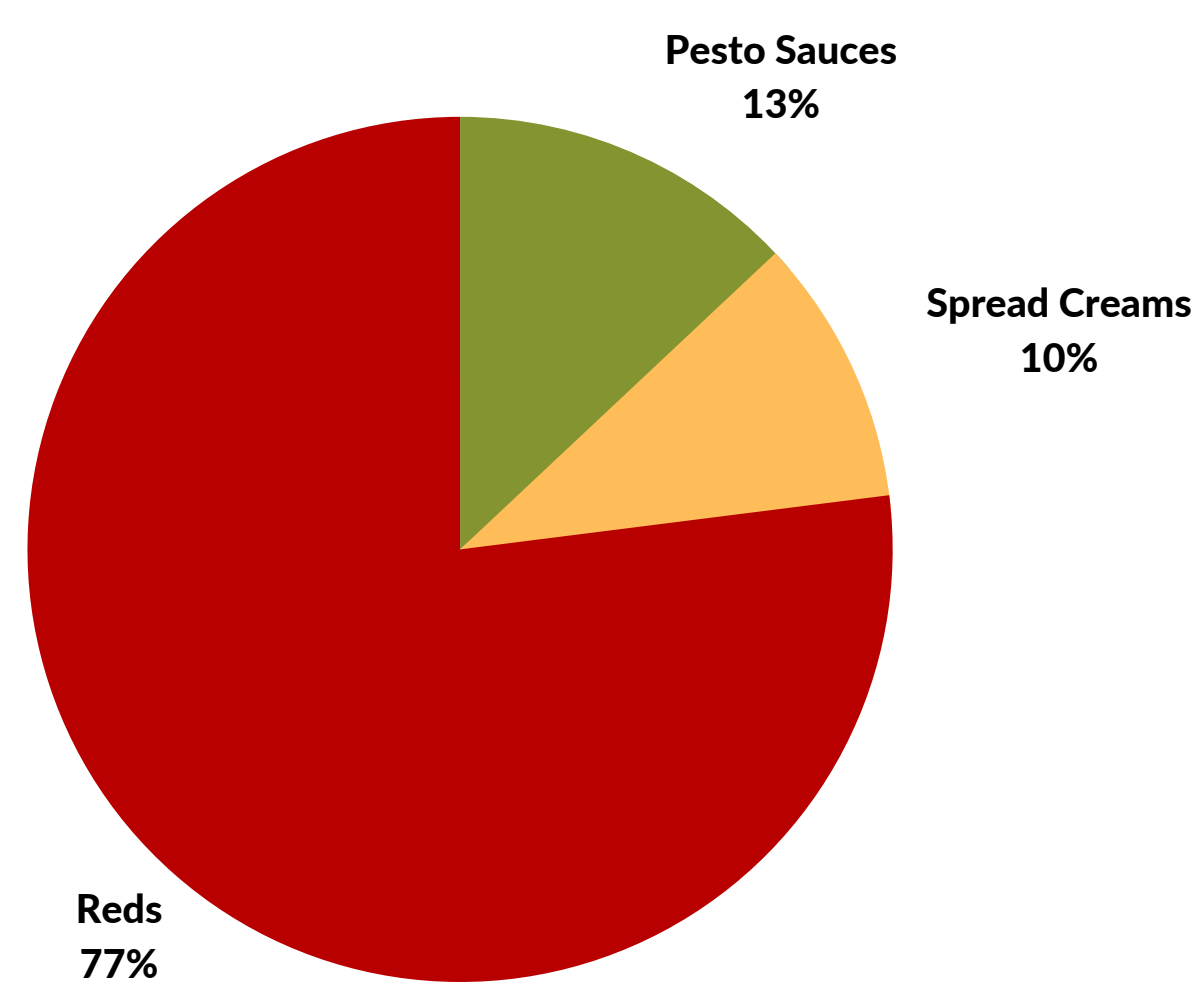
Private Label Oriented

Gustibus Alimentari consists of **three divisions: Reds, Pounded and Creamy Spreads.**

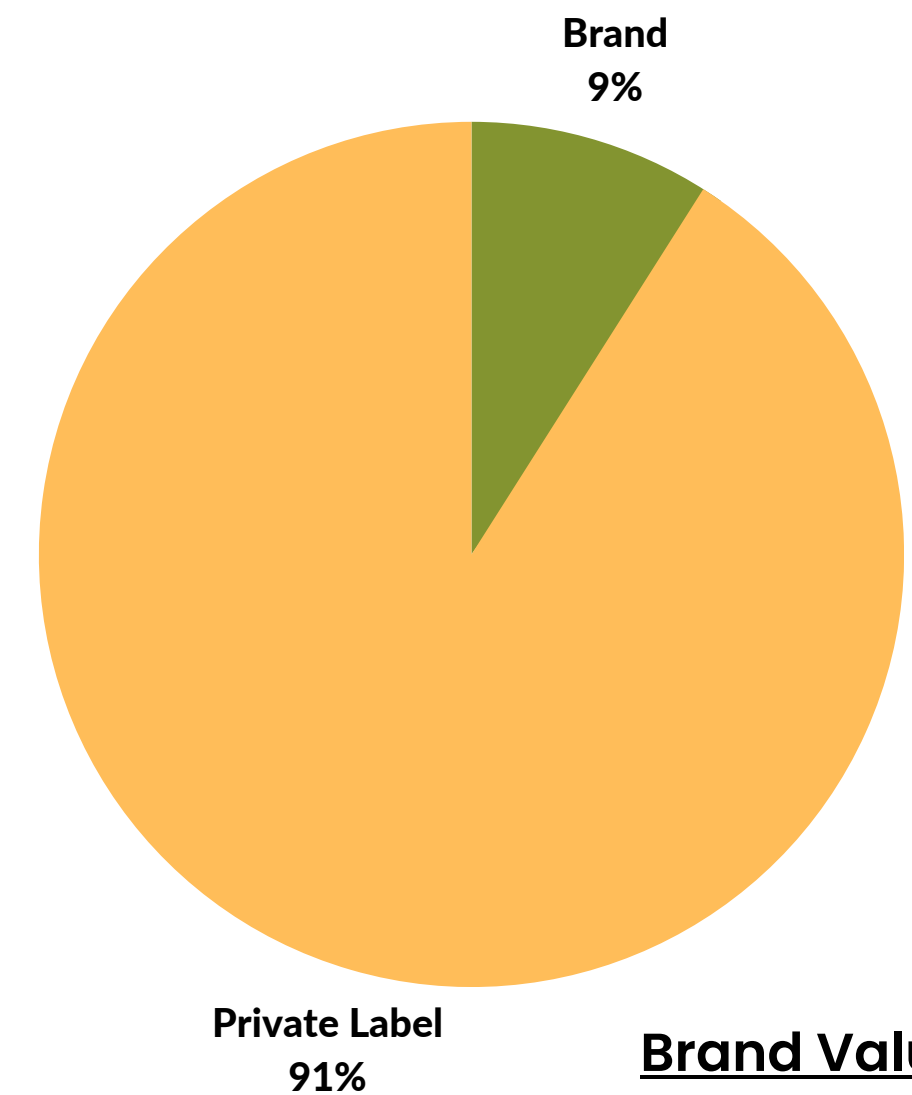
Apart from the fact that each of these divisions has enormous potential, the Gustibus market is mainly divided into **private label and own-label products.**

Private label products offer advantages such as greater flexibility in product development and the opportunity to work with a diverse range of customers. **Gustibus Alimentari has chosen to focus its work in the private label sector** in order to address **unique challenges and opportunities for innovation as companies seek to differentiate themselves from competitors and meet the evolving needs of their customers.** Working on private label project development can be a rewarding and dynamic career path for someone with a passion for delivering high quality products and building strong partnerships with customers and colleagues.

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Value Divisions



Brand Values

Three Divisions: Unique Taste

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Reds

Our Reds division specializes in tomato-based sauces, bringing you the authentic flavors of Italian cuisine in every bite.



Pestati

Using only the freshest and highest quality ingredients, our "Pestati" division is dedicated to bringing you the best pesto sauces on the market, with unbeatable flavor and texture.



Spread Creams

Get ready to indulge in the rich and creamy flavors of our "Spread Creams" division

Reds Division

This division includes the markets for traditional sauces and purees and those for ready-made sauces, i.e., products that have undergone unit operations such that they have undergone a transformation that makes them consumable more quickly than would have been required of the primitive product. The habits of consumers, who have less and less time to devote to cooking due to the hectic pace of life, increasingly tend toward the consumption of ready-to-eat foods. In this sense, ready-to-eat sauces allow for significant savings in decision-making type time devoted to shopping, as well as savings in cooking individual ingredients, since these sauces can be used directly or after brief heating. It includes the following product lines:

- **Cherry tomato sauces and purees**
- **Datterino tomato sauces and purees**
- **Yellow cherry tomato sauces**
- **Rustic cherry tomato puree**
- **Ready-made cherry tomato sauces**
- **Ready-made tomato sauces**
- **Ready sauces with game**
- **Sughi pronti con pesce**
- **Ready-made white sauces**



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Pestati Division



Pesti are made from a characterizing ingredient that is usually a raw material of vegetable origin (the most common is basil). To this characterizing ingredient are added other ingredients that vary according to recipes, which often differ according to the traditions of the country of destination or regionality. Oil is usually the ingredient present with the highest or lowest percentage of the characterizing ingredient alone, and is necessary to allow mixing and the achievement of a homogeneous texture, as well as to allow easier processing. The "Pestati" division offers a varied range of references so as to intercept different consumption occasions and "unhook" such products from pasta, to extend their use also as dressing, condiment or filling for bruschetta and sandwiches. It includes the following product lines:

- **Pesti (Basil, Pistachio, Red, Trapanese, Dried Tomatoes)**
- **Dressings**
- **Appetizers and Side Dishes**



Spread Creams **Division**

Includes preserves based on vegetable fats, low-fat cocoa powder, cocoa butter and flavorings, or based on other ingredients other than cocoa (i.e. almonds, pistachios, hazelnuts, etc...) Includes the following product lines:

- **Pistachio sweet spreads**
- **Sweet hazelnut spreads with hazelnut kernels**
- **Sweet almond spreads with hazelnut crumbs**
- **Peanut sweet spreads**

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Agro-food chain

From producer to processor in day

The production areas of most of the materials are located in the **central and south-eastern part of Sicily**, which allows a close connection between the world of agricultural production and that of industrial processing.

Being part of an agri-food chain of recognised excellence guarantees the possibility of obtaining high quality ingredients to produce vegetable preserves of absolute value.

Much of the supply of the main raw material, tomatoes, comes from the fields owned by Pecorino's partner Francesco, a professional agricultural entrepreneur.

Dr. Pecorino owns plots of land, located close to the Gustibus production plant, of which more than **100 hectares are cultivated** with tomatoes in the different types used.

The product, harvested with modern automatic machines, is made available for industrial processing on the same day of harvesting.



Quality Control

Gustibus Alimentari recognizes that quality control is paramount in the food industry. As consumers increasingly prioritize health, safety, and transparency, Gustibus commitment is to maintaining uncompromised quality standards than ever. From the sourcing of ingredients to the meticulous monitoring of production processes, we leave no stone unturned to ensure that every product that reaches your plate meets the highest standards of excellence.

Key Pillars of Quality Control:

- **Rigorous Ingredient Selection**
- **Stringent Manufacturing Processes**
- **Comprehensive Testing and Analysis**
- **Continuous Improvement**

From farm to fork, our relentless pursuit of excellence ensures that every product carrying our name embodies the highest levels of safety, authenticity, and taste. With our robust quality control practices in place, you can trust that each bite you take is the finest.



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Quality Certifications



Regarding international control systems, the company continuously processes and packages its products in compliance with the main food safety and quality standards.

It obtained IFS, BRC, ISO 22005: 2008, UTZ, RSPO, Sedex/Smeta, GLOBAL G.A.P., AEO, Social footprint, Friend of the Earth, SA 8000 certifications and it follows a strict HACCP plan.



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We believe that our clients and partners are at the heart of everything we do. Their unwavering support and collaborative spirit have been instrumental in shaping our success and driving our growth. We want to emphasize the invaluable importance of our clients and partner.

- **Client-Centric Approach:** Our clients are the cornerstone of our business, and their satisfaction is our top priority. We recognize that they place their trust in us to deliver exceptional products and services that meet their unique needs.
- **Collaborative Partnerships:** Our partners are indispensable allies, working hand in hand with us to achieve shared objectives. We deeply value the expertise and resources they bring to the table, as well as the synergy that arises from our collaborations.
- **Feedback and Continuous Improvement:** The invaluable feedback we receive from our clients and partners serves as a catalyst for our continuous improvement.

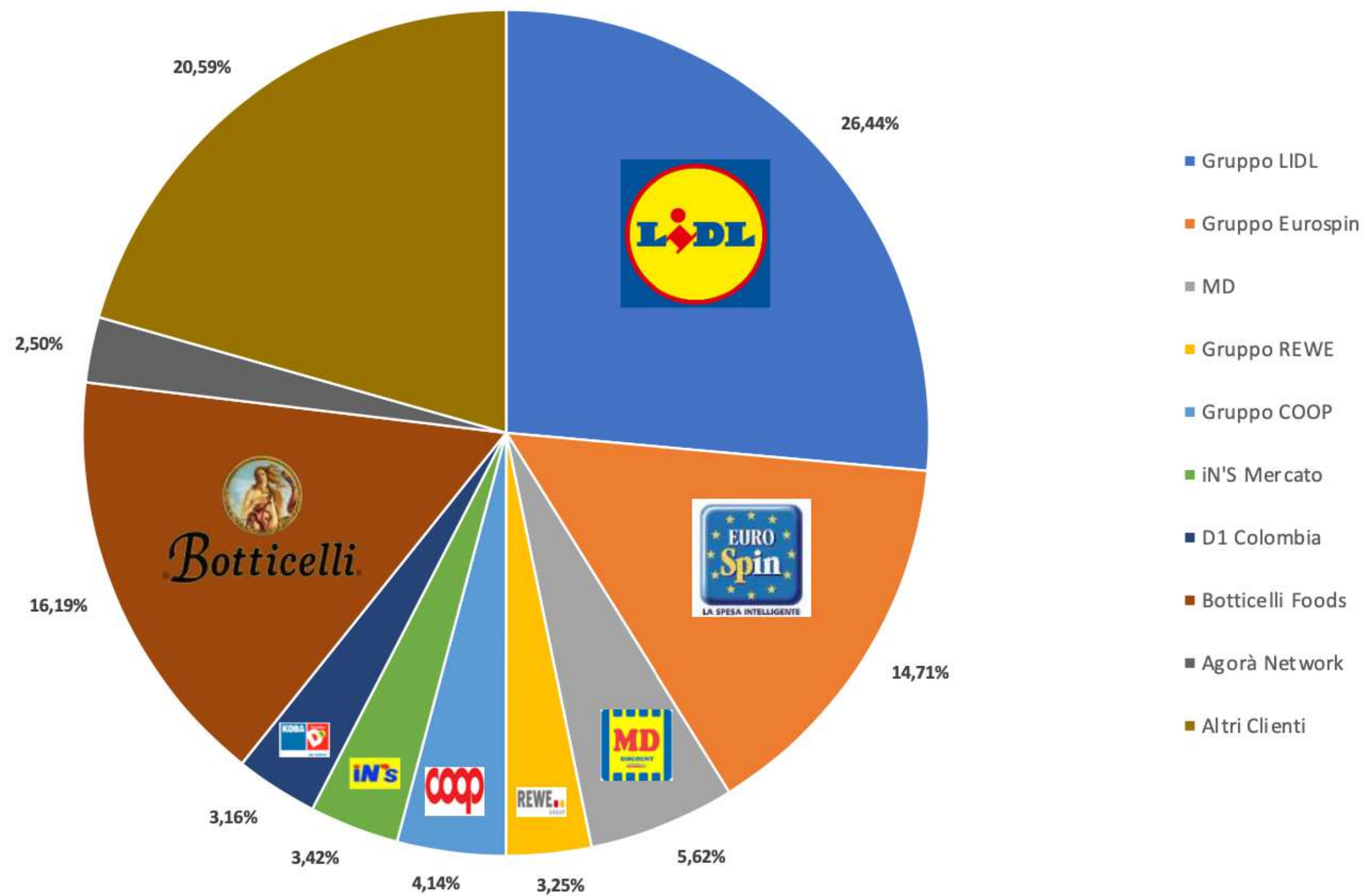


Partner & Clients

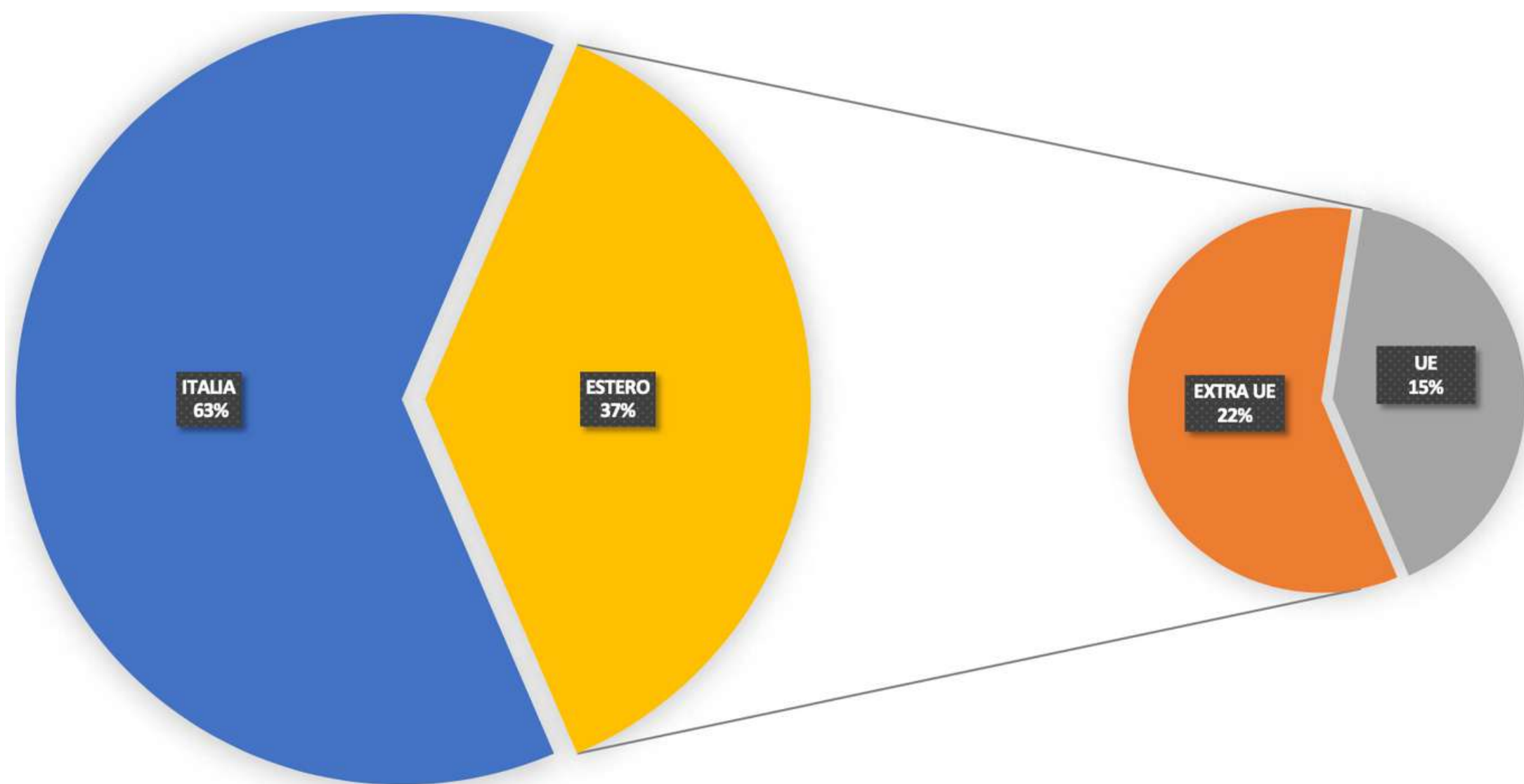


Top Clients 2022

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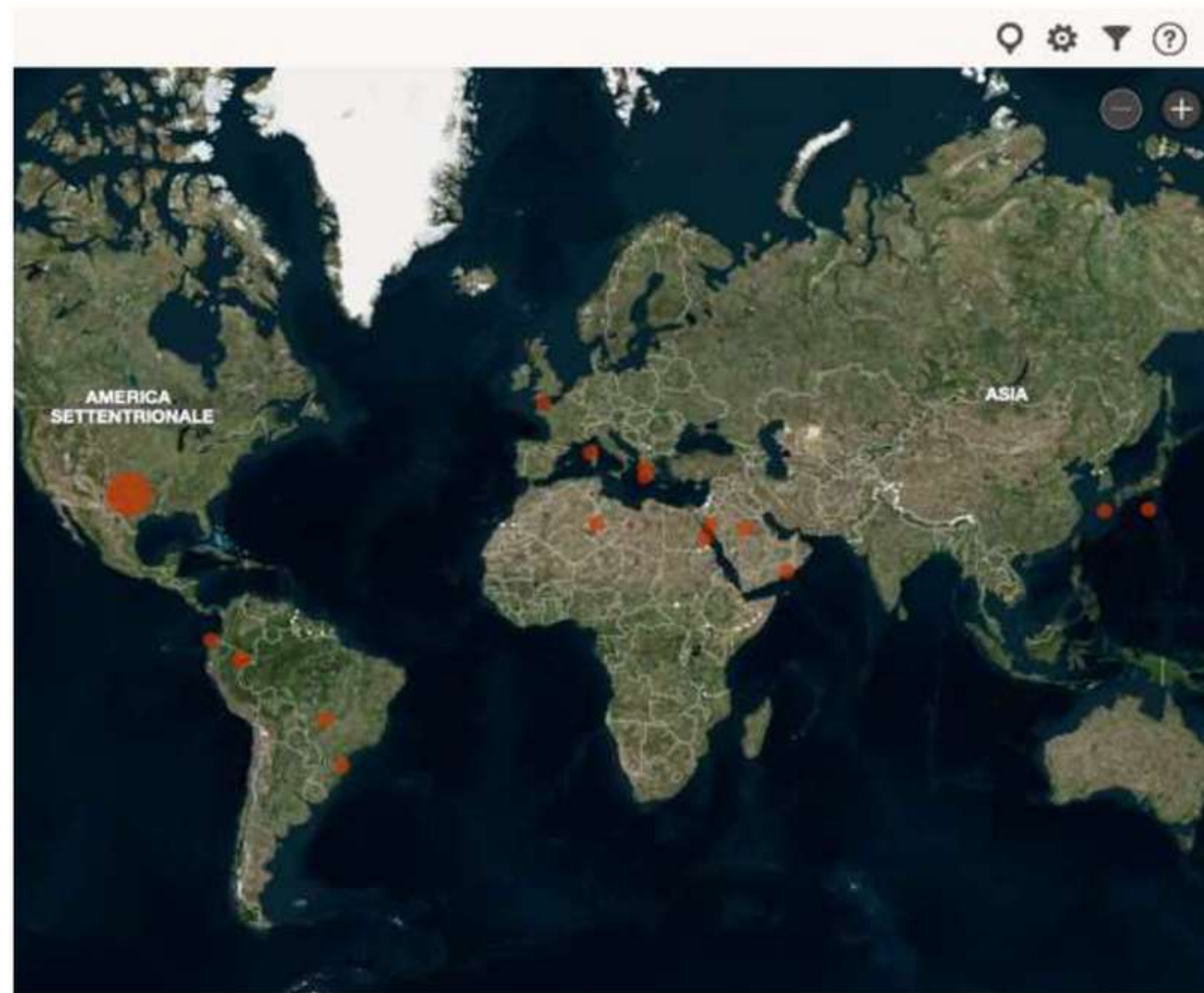


Breakdown by geographical area **turnover 2022**

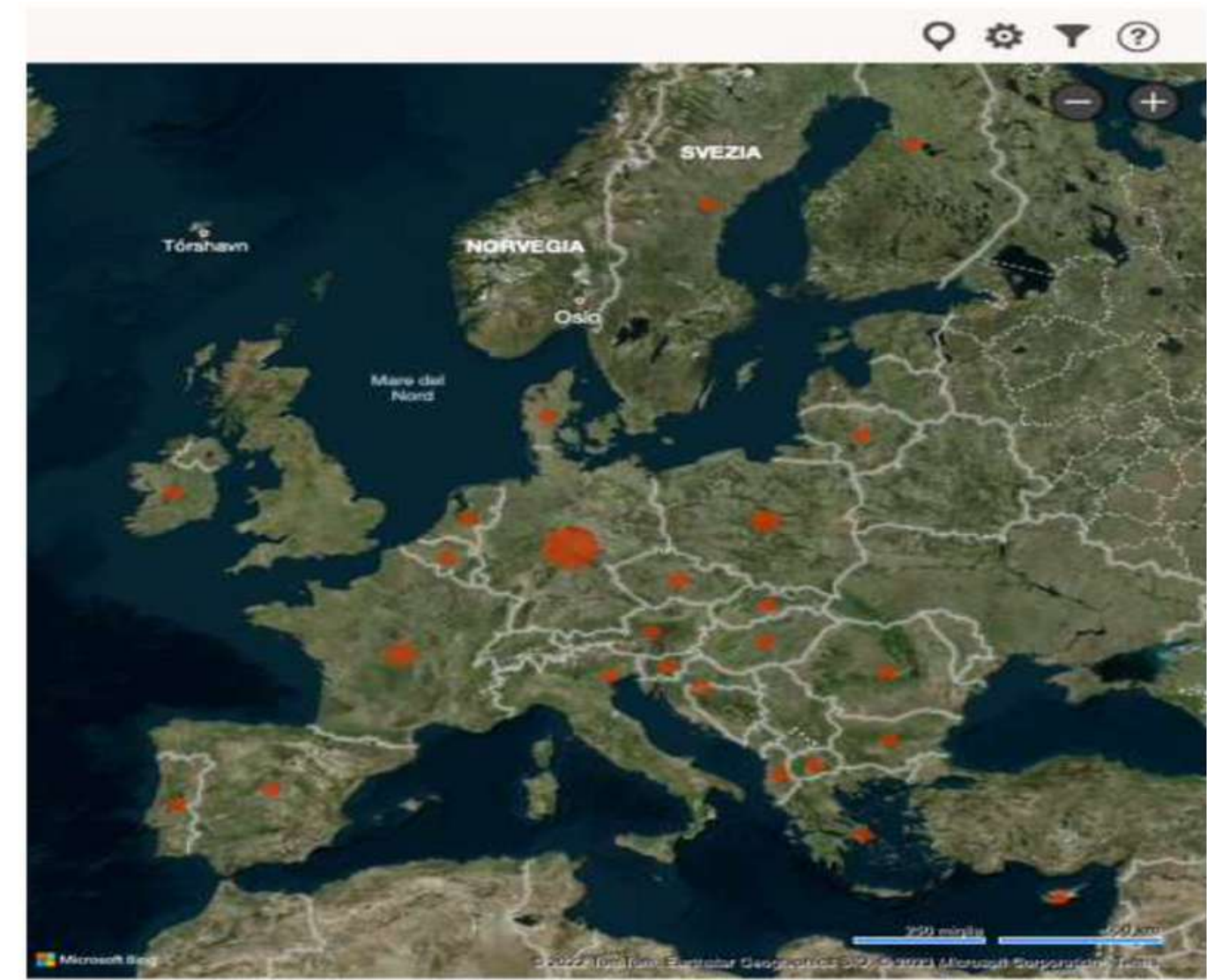


**Our presence
abroad in 2022**

Extra UE



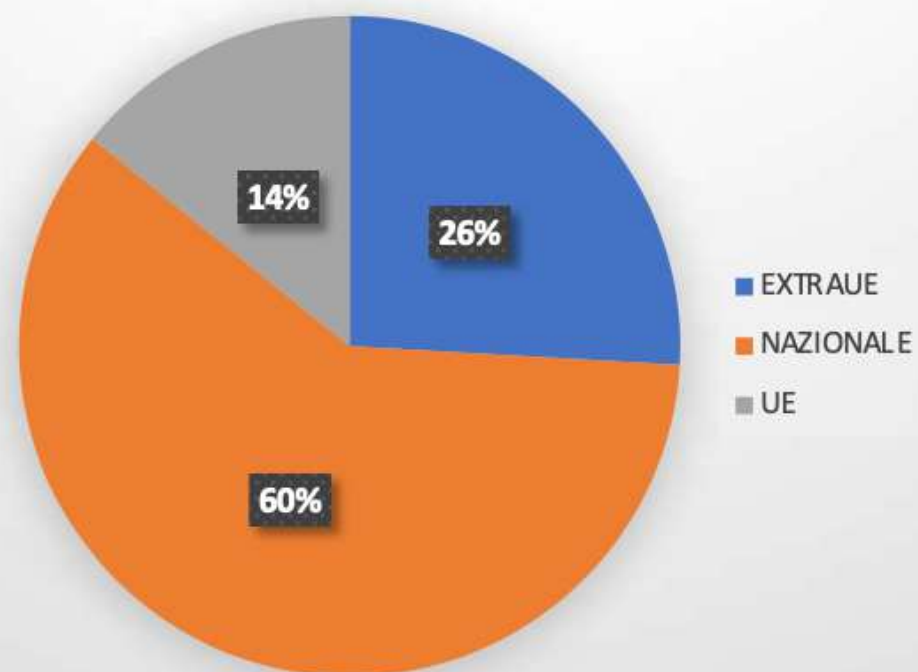
UE



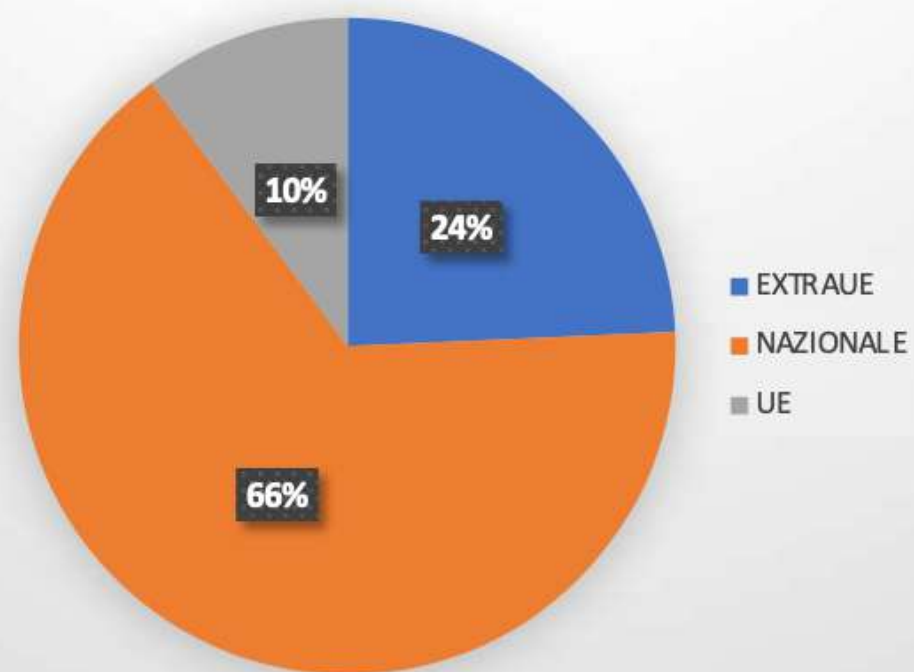
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Breakdown turnover Q1 2021 – 2023

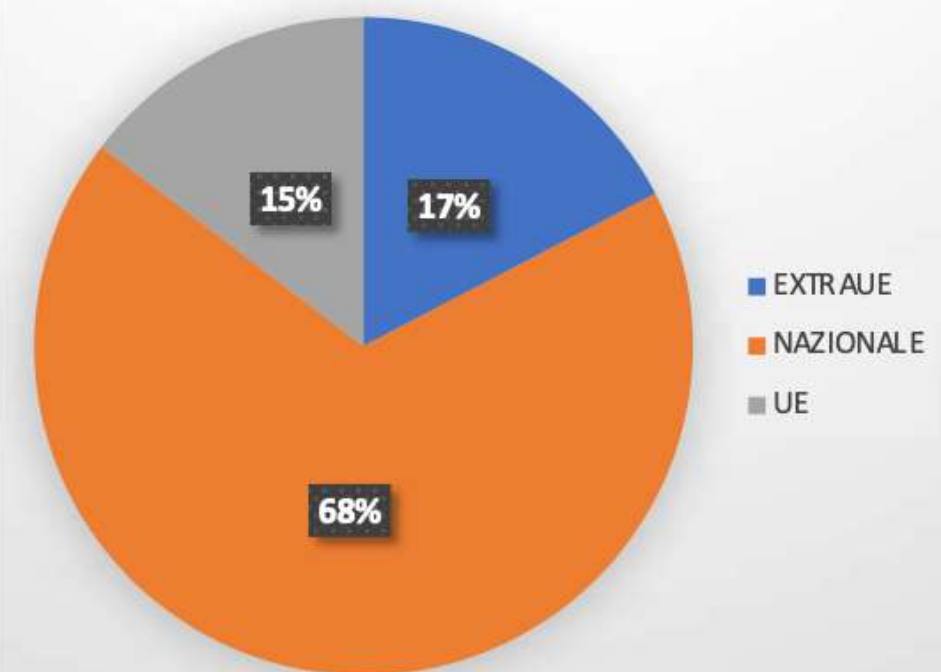
1° trimestre 2023



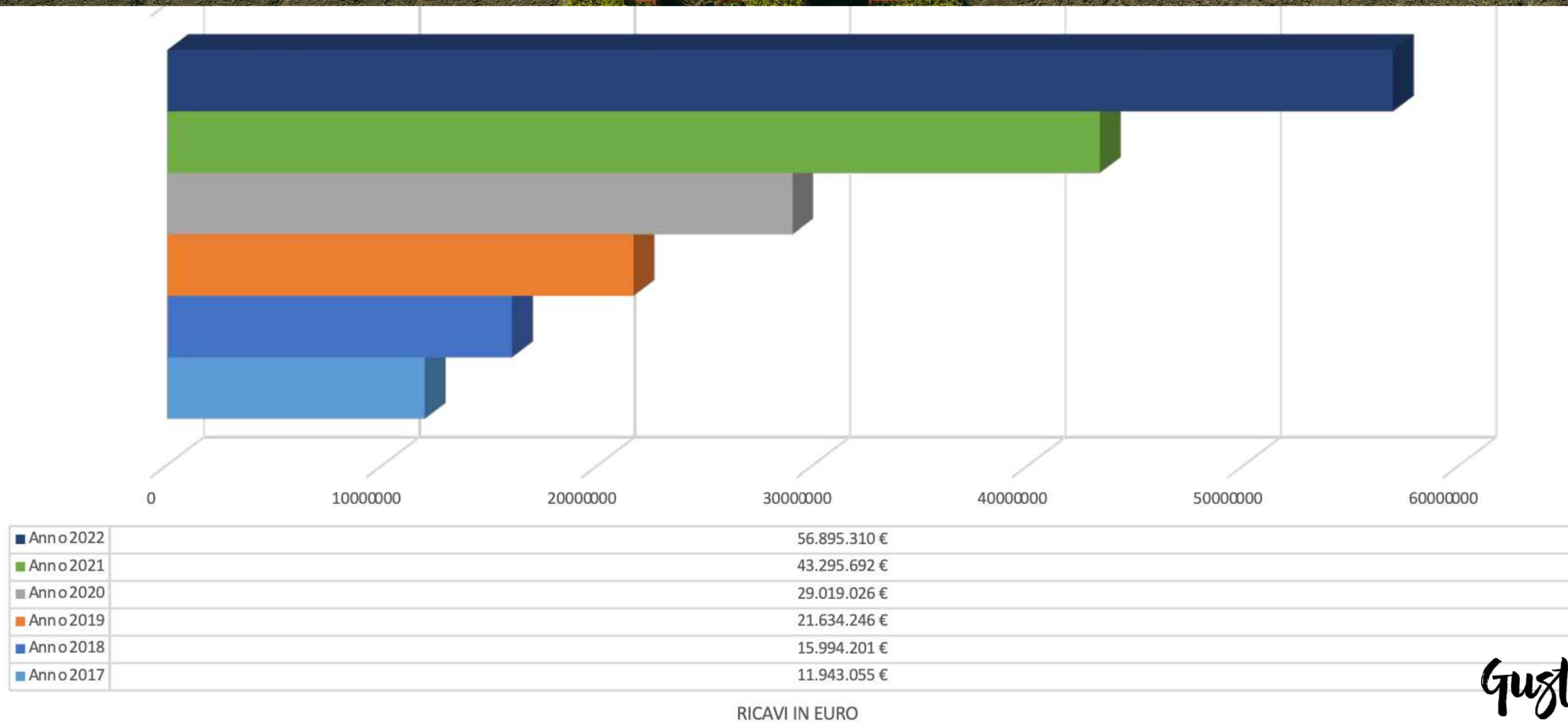
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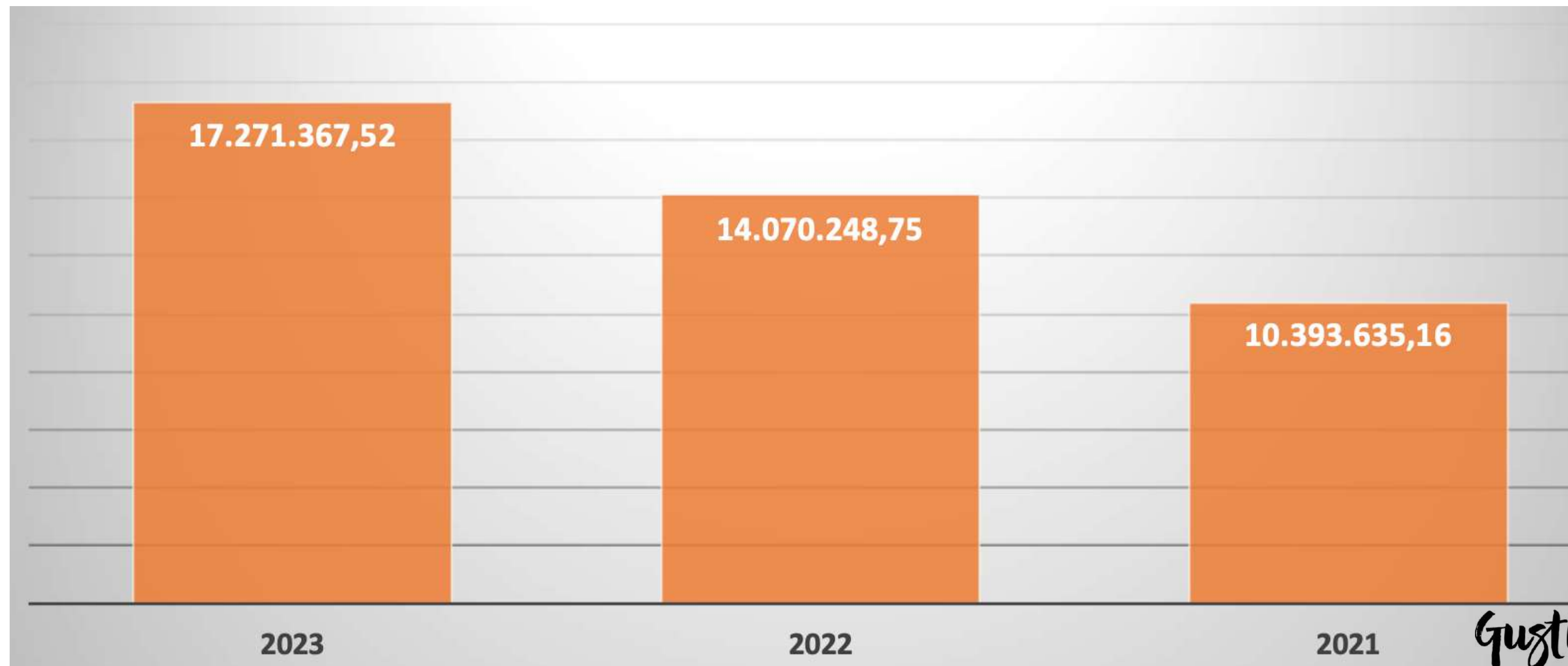
1° trimestre 2021



Historical revenue series



Turnover trend Q1 2021 – 2023



Cost containment policies in the current contingency scenario

- Hedging strategies
- Investment in renewable energy sources (Photovoltaic - Biogas)
- Substitution of hard-to-find ingredients (Sunflower oil)
- Purchasing centres
- Multi-year contracts with strategic suppliers (Tomato and Packaging)
- Increased sales lists
- Operating subsidies (Energy Decrees)
- Direct international logistics contracts (MSC)



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Investment **for growth**

- Opportunities in the National Recovery and Resilience Plan (NRP), included in the Next Generation EU (NGEU) programme
- Digital and Ecological Transition of SMEs (Logistics Digitisation)
- Climate Change Mitigation (Photovoltaics)
- Protection of water and marine resources (Expansion of sewage treatment plant)
- Circular Economy (Waste reduction and utilisation of by-products)
- Smart factory (Plant 4.0 - Process innovation)
- Environmentally sustainable packaging (Tetra Pak®)



A close-up photograph of a hand holding a small bunch of ripe, red cherry tomatoes. The tomatoes are still attached to their green vine. The background is a soft-focus landscape featuring a green field in the foreground and a distant town or village under a clear, bright blue sky. The lighting is warm, suggesting late afternoon or early morning.

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