

# De Matteis Agroalimentare





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# VISION



*The quality of our products is the result of strong ties between the land and people, with the guidance of an ethical and advanced Industry: this is our commitment to the future.*





# COMPANY EVOLUTION

De Matteis story begins with the acquisition of a small pasta factory (20.000 t)

1993

Organic pasta production

2000

Second expansion with the doubling of production capacity (125.000 t)

2009

Start up of our automated warehouse

2011

Start up of De Matteis Natural Food (Giano plant) and

total capacity to 150.000 t

2015

1998

First production expansion and beginning of nests production (capacity 80.000 t)

2004

Mill and warehouse expansion

2010

Birth of Armando's Production partnership with the Italian farmers

2012

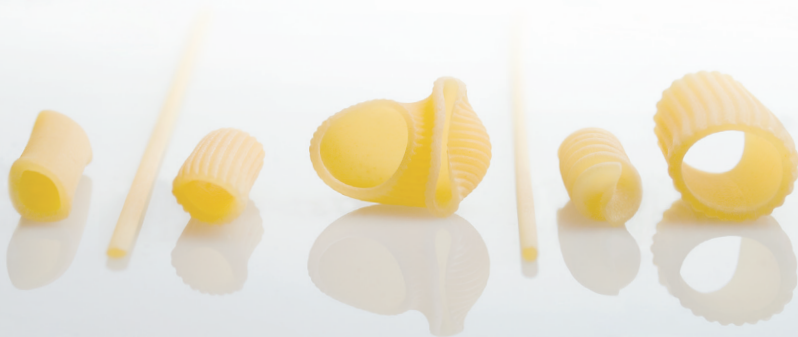
Start up of lasagna production and increasing of capacity to 130.000 t

*5<sup>th</sup> highest producing **Italian Pasta Company** to date*

*Specializing in **Private Label***

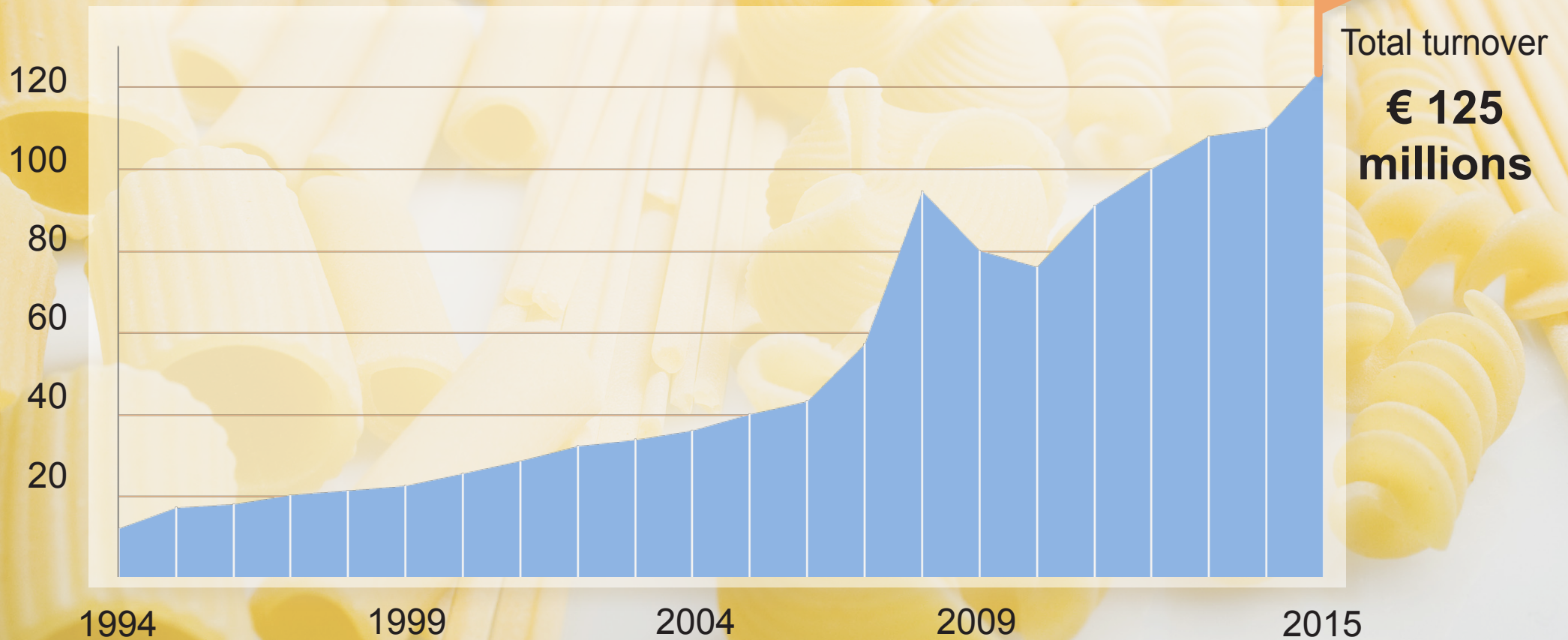
*One of the top producers of **Organic pasta***

*Among the biggest pasta **exporters to USA***





€ mio





# PRODUCTION CHAIN

*Our strategy is based on the creation of strong ties with the durum wheat farmers*

**800** Farmers joining our Production chain

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**30.000** acres cultivated in 9 Italian Regions

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**25.000** tons of Italian durum wheat yearly from our Production chain

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**Exclusive wheat varieties**

**Cultivation protocol and best practices of growth**

(Preparation of the seedbed, definition of azote and of crop protection products to be used)

**Technical assistance “on field” to the farmers**

*The only pasta company with a direct production agreement with the farmers*



# PRODUCTION CAPACITY

## ● Giano - Umbria



Surface: **210.000** Sq Ft  
of which covered: **112.000**

## ● Flumeri - Campania



Surface: **720.100** Sq Ft  
of which covered: **313.000**



*Industrial Group:  
one of a few producers with  
its own Mill,  
2 Pasta production facilities  
15 pasta production lines*

*Strategic location,  
in the middle of the main  
areas of cultivation of  
durum wheat*

 *Close to the shipping ports*

● *Main areas of Durum wheat cultivation*





*The Mill is  
the heart of our factory*

Milling capacity: **500** tons/day

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Storage capacity: **20.000** tons

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Storage diversification per wheat type

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Pre-checking of every wheat lot before storage





## Wheat Key parameters

Appearance

Organoleptic properties

Chemical properties

Food safety

Shape, colour

Taste, smell

Protein quantity  
Gluten quantity and quality

No mycotoxins or pesticides

## Pasta Key parameters

Yellow

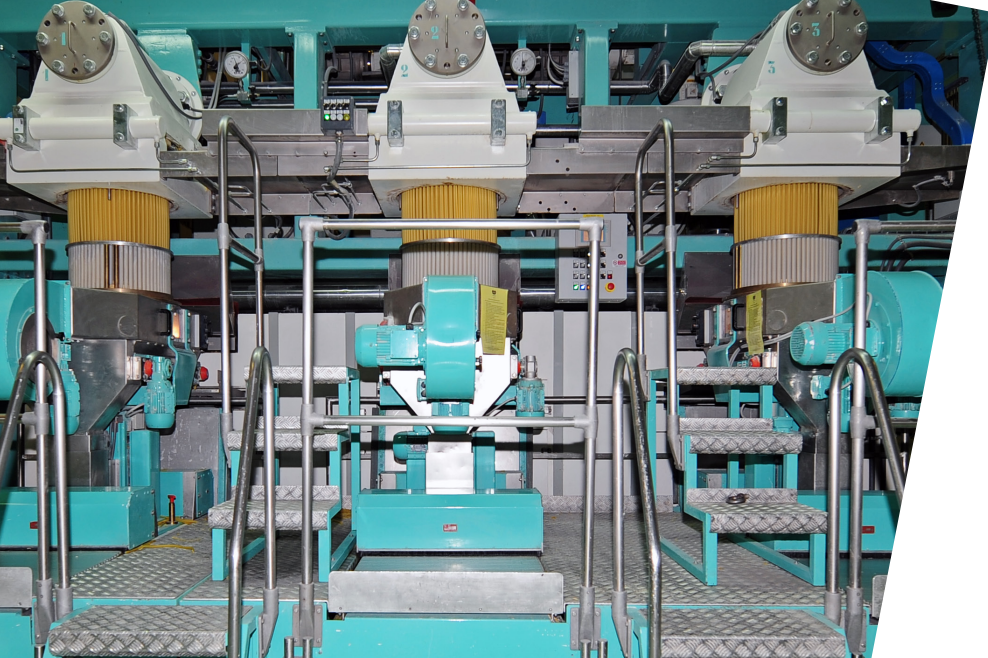
Smell of wheat

“al dente” cooking

Healthy and safe

*Pasta is just wheat... with a touch of Italian know how*

# PASTA FACTORY



*The Italian pasta makers Know how combined with the most advanced technology*

**Short shapes: 7 lines 89.000 t**

140 shapes

**Long shapes: 4 lines 50.000 t**

45 shapes

**Nests: 2 lines 6.100 t**

20 shapes

**Lasagne: 1 line 3.200 t**

5 shapes

**Artisanal shapes: 1 line 1.800 t**

8 shapes



# ENVIRONMENTAL POLICY



## Reduction of pollutants and greenhouse gases

By building a co-generation plant capable of generating over 80% of the energy required for running the mill and pasta factory



## Reduction of CO2 emission

By decreasing durum wheat imports



## Reduction of plastics in packaging

By using innovative materials

## Some figures on our co-generation plant operating since 2013

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**1.865 t of CO2** prevented, a saving of **1.941** equivalent tonne of petrol, **33.000 MWh** of heat recovered



**OVER 1.000**

different types

*Hundreds of shapes  
and different ingredients to  
satisfy the market requests*

DIES

**Bronze, Teflon, Laminated, Quick Cook**



RECIPES

**Standard semolina, Organic, Eggs, Wholewheat, Fiber added,  
Vegetable puree added, Tricolor, Gluten Free, Spelt, Pulses**







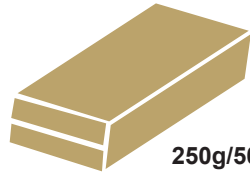
**29** packaging lines

Different sizes from  
**250 g** to **5000 g**



Display carton

## Lasagne



250g/500g Box

## Artisan

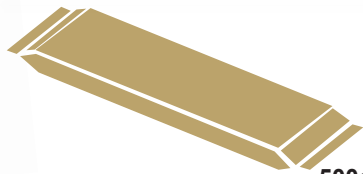


375g/500g Square bag

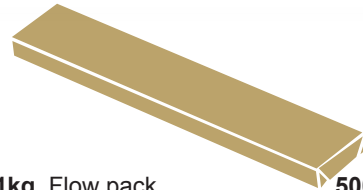


250g/375g Box

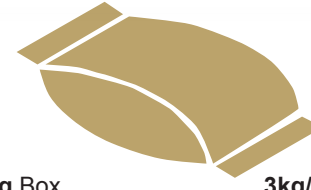
## Long



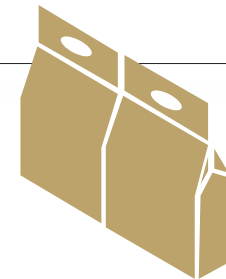
500g/1kg Flow pack



500g/1kg Box

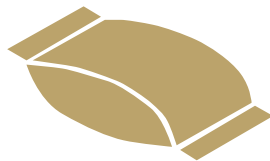


3kg/5kg Pillow



2kg/3kg Bag + Handle

## Short



500g/1kg Pillow



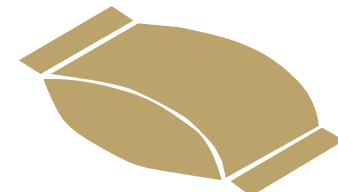
500g/1kg Box



500g/1kg Double square bag



500g/1kg Square bag

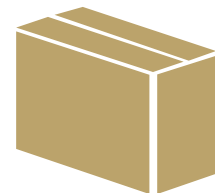


3kg/5kg Pillow

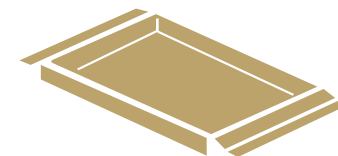
## Nests



500g Square Bag



500g Box



500g/1kg Tray





*Strong expertise in  
logistics  
and loading practises*

**Automated warehouse  
(storage capacity: 30.000 pallets)**

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**Production lots traceability and FIFO System**

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**Customized loadings according to market needs**

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**Loading capacity per day: 40 containers**

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**Distance from Ports Naples/Salerno: 50 Miles**



# CERTIFICATIONS

ISO 9001

BUREAU VERITAS  
Certification



ISO 14001

BUREAU VERITAS  
Certification



SA8000

BUREAU VERITAS  
Certification



BRC FOOD

BUREAU VERITAS  
Certification



IFS

BUREAU VERITAS  
Certification



bioagri<sup>✓</sup>cert



*Quality standards  
guarantee*

**2.000** checks/year on Raw materials/  
packaging

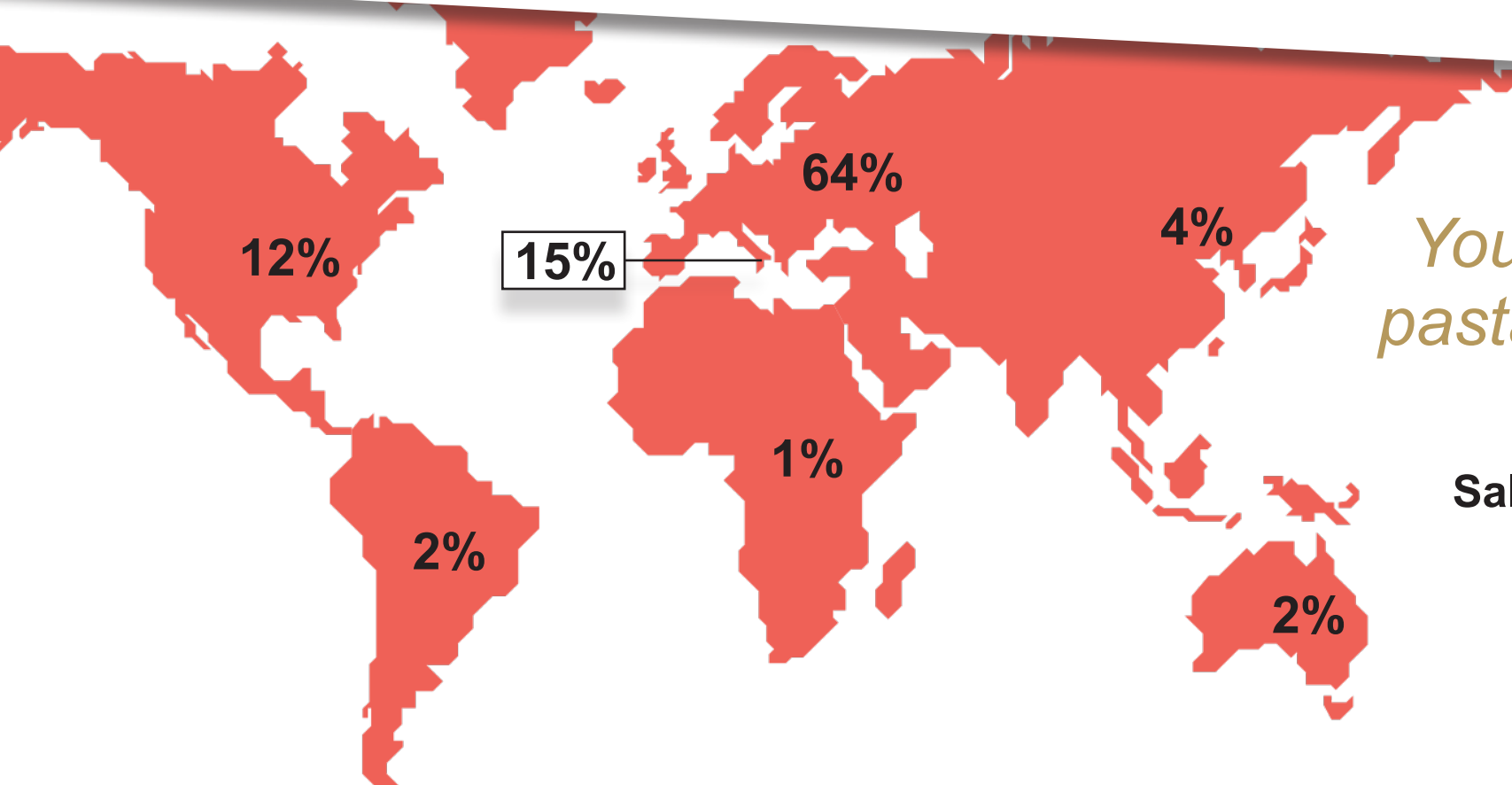
**1.700** analysis/year on product/process

**500** Filth test analysis per Year

Adhesion to BRC and IFS audit unannounced



# CUSTOMERS



*Your partner in pasta excellence*

**Sales in 45 countries around the World**

**1.200 items produced per year**

**100 new items launched per year for our customers**

**25 tailor-made recipes developed for our PL customers**

10%



**FOOD SERVICE**

75%



**RETAIL**

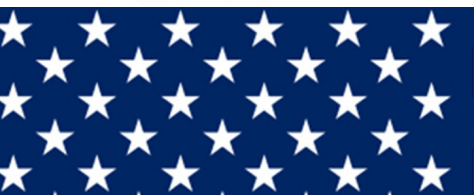
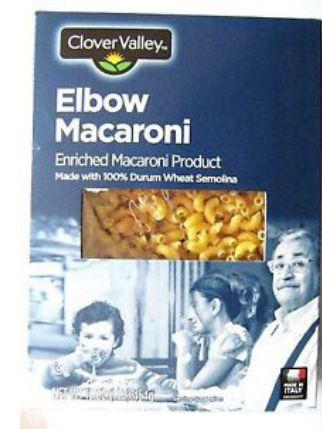
15%



**OUR BRANDS**



# OUR CUSTOMERS IN USA





# OUR CUSTOMERS IN THE WORLD

Retail

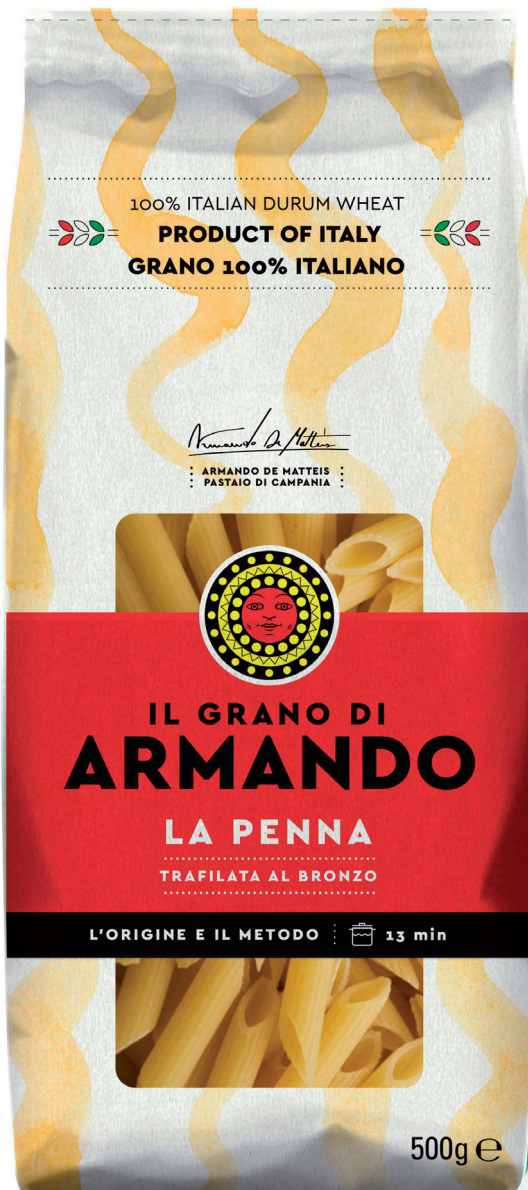








# ARMANDO'S PASTA



*Armando is the only Italian pasta brand coming from a direct agreement between industry and farmers*

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**Made only of the best 100% Italian wheat**

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**5 lines for 40 shapes**

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**Recyclable pack (registered technology)**

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**Distributed in 16 Countries**

# ARMANDO'S LINE UP



100% high quality Italian wheat from our selected partners-farmers

Armando's Wheat



100% Italian spelt, rich in fiber and in flavour

Armando's Spelt



100% Italian organic whole wheat with added oat fibers

Armando's Organic WholeWheat



3 cereals (mais, rice, buckwheat) 100% Italian, 0% gluten

Armando's Glutenfree



Bean, lentils, chickpeas and peas, and only lentils, with high proteins content

Armando's Legumes







# ARMANDO'S COMMUNITY



The President, Armando De Matteis



*The only pasta company  
with a direct network of  
farmers*

**Cultivation contract  
updated year by year**

**Prizegiving of the farmers with the  
best quality results in production**

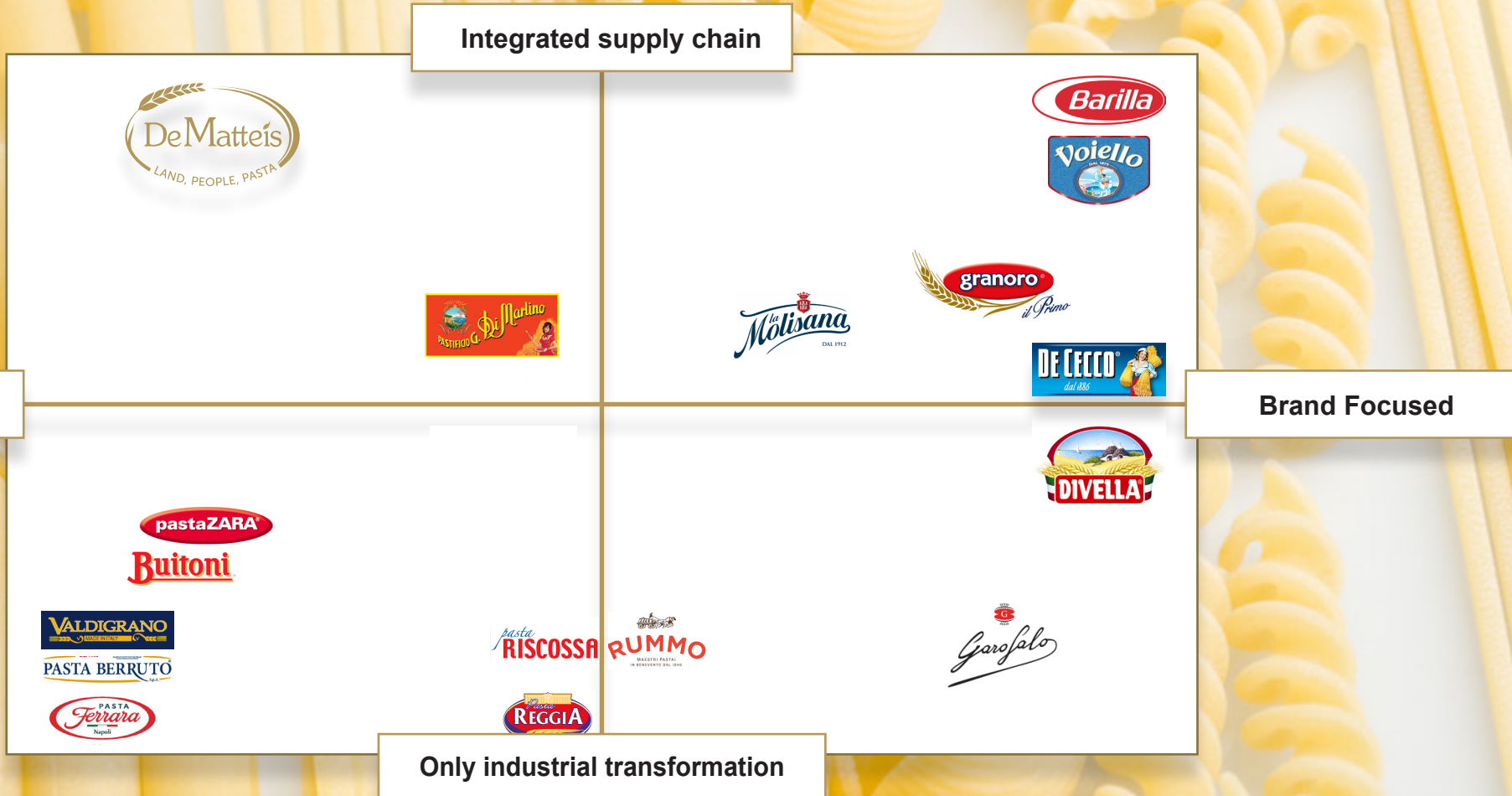
**Scholarship for the graduated  
familiaris of the Armando's Farmers**

**Tips and indications about the  
best agronomic practises**



**incontrArmando**

**Yearly meeting at De Matteis factory with all the farmers joining our supply chain**



The only Italian Pasta Company with its own integrated mill able to guarantee the wheat-pasta supply chain, specialized in Private Label





# De Matteis Agroalimentare

Thanks for your attention