

GRUPPO ALIMENTARE VALTIBERINO



COMPANY PROFILE

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THE GROUP

The **Gruppo Alimentare Valtiberino** is currently the parent company of 7 other companies with an equal number of production facilities and approximately **255 employees for total sales of nearly 155 million euros in 2020.**

The group was established and consolidated over time, achieving important sales objectives with its brands as a result of reaching the main goal it had set itself: the creation and development of an **industrial pork processing production chain, which is now one of the leading businesses in this sector in Italy.**



CHAIN VALUE

Over time the company realised the value of **creating an industrial production chain** not only in terms of **logistics and procurement**, but **especially in terms of the final result achieved, or rather the product itself**.

It was deemed important to have a butchering plant to supply the other facilities to ensure **high quality standards and a constant supply of the raw materials** needed to allow all of the plants work at full capacity.

Valtiberino was also able to confirm its main belief that a company network with specific know-how would stimulate the exchange of skills, creating a functional reciprocity that develops and enhances the skills of everyone involved, and that by spreading these skills they would be preserved and improved.

Since 2016 the company has continued to develop its production chain through the acquisition of breeding farms, which have made it possible to source high-quality raw materials easily. **The expansion of the group has, therefore, continued through the inclusion of other structures or companies** in order to reinforce all phases of the production chain overall.



PRODUCTION SPECIFICATIONS, THE STRENGTH OF A GROUP

This mechanism of disseminating professional skills through osmosis is also reflected in the area of sales.

Each company grows autonomously, together with and thanks to the others. The presence of one company on specific markets or as one of the suppliers to major clients, has always led to the entry of the others with their products.

Every company in the group has independently developed its own sales network.

The entire Gruppo Alimentare Valtiberino product line is based on the production concept according to which **every type of product should have a dedicated, specific production line**, or, when the product requires it, **an entire facility, situated in the geographical area that identifies it or to which it is connected by tradition (see DOP and IGP).**

All of the companies have their own brands at the most important large-scale retail chains.





SALUMIFICIO VALTIBERINO



Located in Citerna in Umbria.

Its butchering and meat cutting lines – approximately 4200 heads per week – are the source of the meat that goes to the various companies in the group for their ham, cured meat and sausage production (approximately 57,4 ton of cold cuts and sausages and 695 tons. of fresh meat produced per week); that is distributed to customers to be sold fresh and unprocessed; or that is sold to third companies for their use as ingredients in their products.

Salumificio Valtiberino gets its meats exclusively from select breeding farms belonging to the circuit accredited to supply meat that can be used for DOP certified and protected products.

Salumificio Valtiberino, along with other companies in the group, is part of a production chain (ISO 22005).

The concept of production chain, which has always been a part of Valtiberino's DNA, today is a tool equipped with all of the skills and technologies that are needed to produce, offer and promote the most representative traditional products of our country both in Italy and abroad.

Since 2013, Salumificio Valtiberino innovated its business model radically through its use of renewable energy, focusing on its ability to self-produce the energy that the group needs through solar energy systems thereby implementing the already existing cogeneration system.

In 2020, Salumificio Valtiberino had approximately 88 million euros worth of sales and 174 employees.

Brand : Valtiberino - Dall'Umbria – Saperi di Vallata.





PROSCIUTTIFICIO VALTIBERINO



Is also located in Citerna just a few minutes' drive from Salumificio Valtiberino, and includes two production units:
one is dedicated to Umbrian bone-in prosciuttos – approx. 2000 a week ;
the other is dedicated to boneless prosciuttos – approx. 5000 a week.

The decision to create two separate and distinct factories was made to better balance the production needs of the specific products. **Already ISO 9001-certified, in 2013 it achieved BRC & IFS Food Safety Certification.**

In 2020, it had 35,35 million euros in sales, 35 employees.

Brands : Valtiberino - Alta Valle

Weekly productions: 7500 hams.

*All of our products are made only with natural ingredients with no added preservatives.
Our commitment to natural ingredients is one of our greatest sources of pride.*





Is a ham factory located in Langhirano in the Province of Parma, and it is part of the **Parma DOP Ham Consortium**.

Its highly specialised production line produces approximately **2500 hams and 150 culatellos per week**.

Like for the other ham factories in the group, the fresh pork legs are procured by Salumificio Valtiberino.

PROSCIUTTIFICIO LA BADIA

It had approximately 13,05 million euros in sales in 2020 and 16 employees.

Brands La Badia – Dolce Amore – Cuor di Sapore

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Based in Rapolano Terme in the Province of Siena, it is part of the **Tuscan Ham Consortium** and only produces **DOP** qualified and certified hams in accordance with the directives of the consortium's bylaws and production specifications. **Prosciuttificio Gozzi is still the top producer of the Tuscan Ham Consortium** in terms of production capacity. In 2012, it was the first company of the Consortium since it was established to have broken the threshold of **100,000 DOP hams produced in a year**.

Current production is **2000 salted DOP hams weekly**. This amount, which has been balanced over time to the production capacities of the factory, makes it possible to dedicate the special care and attention that a ham with the DOP certification must have.

PROSCIUTTIFICIO GOZZI



As of now, Prosciuttificio Gozzi is able to satisfy the increasingly numerous requests of its large-scale distribution and normal trade clients. **Found at the most important retailers**, both under its own brand and under the private labels of the most important chains. Already ISO 9001-certified, in 2013 it achieved BRC & IFS Food Safety Certification. **Since 2016 the facility has been certified to export to the USA.**

2020 sales approximately 9,64 million euros and 9 employees.

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Our commitment to natural ingredients is one of our greatest sources of pride.





The plant situated in the town of Massa e Cozzile in the province of Pistoia, is the group's most recent acquisition.

This factory's history places it **in the hall of fame of the Consorzio del Prosciutto Toscano DOP** as a founding member in 1990, and today it is still one of the Consortium's most important producers.

Its entry in the Gruppo Alimentare Valtiberino, has boosted production of Toscano DOP prosciutto and enhanced the group with new skills and capabilities.

By operating on the path carved out by the tradition and history of one of the most important Tuscan producers in the field, Valdinievole Salumi intends to re-launch its products as well as its strategic vision and ability to permeate the markets.

In 2020 Valdinievole Salumi had sales of approx. 3,22 million euros and 11 employees.

Weekly productions: 2300 hams.

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VALDINIEVOLE SALUMI







The line of traditional cured meats is distributed under the **Cannelli Norcia brand**, initially only at a regional level and now sold throughout Italy.

SALUMIFICIO UMBRO

The **Dolce Norcineria** brand is dedicated to a line of specialities, including products flavoured with truffle, wild boar, wine, etc.

Weekly productions: cold cuts 12,5 ton. and fresh meat 6,5 ton.

2020 sales approximately 4,3 million euros.







A ham factory based in Todiano di Preci, near the town of **Norcia**.

It is located inside the protected production area of the **Norcia Prosciutto IGP** and is a member of the Consorzio del Prosciutto di Norcia IGP, the consortium that unites 10 producers.

The factory is a partner of the **Gruppo Alimentare Valtiberino**

Weekly production is about 2500 pieces and the brand is **Cannelli Norcia**.

Production capacity is perfectly calibrated to the plant's size and this allows paying the extra attention the product requires. In fact, production rhythm and methods fully **reflect the Norcia's genuine pork-curing tradition**.

Todiano Prosciutti has preserved this character while meeting the increasing demand for Norcia prosciuttos, which have become a must-have at the deli counters of major supermarket chains.

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PARTNER:
TODIANO
PROSCIUTTI







BONTÀ TOSCANE



Growth: a necessity.

The latest acquisition of the Gruppo Alimentare Valtiberino is a brand new cured pork meat factory located in Sansepolcro in the Province of Arezzo.

As we added this latest component to our group, we thought about what we could create that was new and delicious and had never been done before:

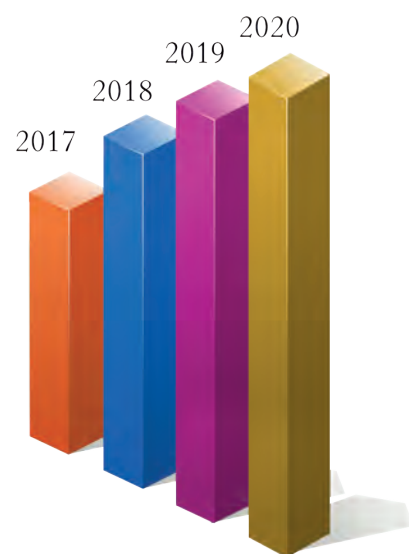
the answer, as can be seen from the company name, focuses on selected productions, due to their typicality or production needs, which complete a wide range of products.

Especially La Finocchiona IGP but also lardo with aromatic herbs, venison salami, and even porchetta, all of them **made exclusively in Tuscany**.

Bontà Toscane has 6 employees.

2020 sales approximately 2,1 million euros.





MISSION: EXPORT

LIST OF COUNTRIES TO WHICH OUR PLANTS CAN EXPORT:

COUNTRY	PRODUCT
USA	DOP TUSCAN PROSCIUTTO
CANADA	FRESH MEATS / PROSCIUTTOS /COLD CUTS
JAPAN	FRESH MEATS / PROSCIUTTOS /COLD CUTS
HONG KONG	FRESH MEATS / PROSCIUTTOS /COLD CUTS
BRASIL	FRESH MEATS / PROSCIUTTOS /COLD CUTS
SOUTH KOREA	FRESH MEATS / PROSCIUTTOS /COLD CUTS
VIETNAM	FRESH MEATS / PROSCIUTTOS /COLD CUTS
INDONESIA	FRESH MEATS / COLD CUTS



CONSTANT COMMITMENT, HUMAN HERITAGE

The Gruppo Alimentare Valtiberino

believes in a continual effort toward growth and the opening of new markets, both in Italy and abroad.

It believes in the improvement of its equipment, plants and production lines.

It believes in its human resources, who have specific skills and know-how in the pork meat sector.

With daily effort and work, reaching set goals becomes a natural consequence.

**GRUPPO ALIMENTARE
VALTIBERINO**



www.valtiberino.com