



La Doria – Creating added value for our consumers through ethics and sustainability



Executive Summary

- La Doria: brief overview
- La Doria sustainability Strategy
 - Sustainability Report
 - Why sustainability matters for our customers
- How to differentiate: going beyond compliance
- Upcoming challenges
- Conclusions

La Doria History

La Doria's history is a tale of family, a journey commencing way back in 1954 in the Nocerino-Sarnese, when Diodato and Anna Ferraioli had the foresight to imagine the future, in a land which - over time - became the Italian hub for the tomato processing industry.

A journey which began in Angri and returned there after making its way across the US, the United Kingdom, Japan, Australia and Europe.



The company is founded in 1954 and the La Doria brand registered in 1957



During the '60 diversification starts.

In order to work all the year round seasoned sauces, vegetables, pulses, fruits and fruit in syrup are produced and an internal production of metal cans is developed



The '80 are the most difficult years for the group. The second generation takes the lead and drives the Company out of the crisis

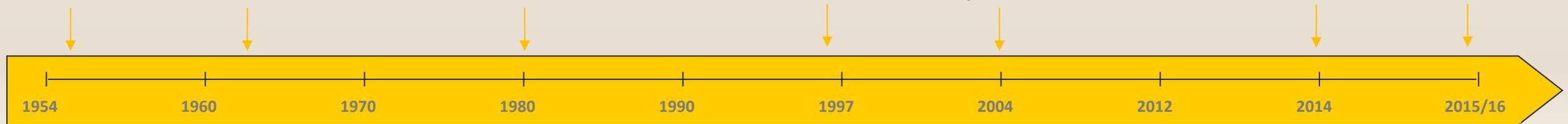
The Group get listed on the Milan stock exchange and starts a strategy of growth from acquisitions Pomagro S.r.l. In 1997, Gerber (now LDH) in 1998 and a site previously owned by Star in 1999

Acquisition of Confruit SpA Eugea SpA. The Group becomes the largest Italian manufacturer in PL fruit juices



Acquisition of Pa.Fi.Al SpA the biggest Italian manufacturer of PL pasta sauces

The third generation starts getting involved in the Business



La Doria business overview

WHO WE ARE

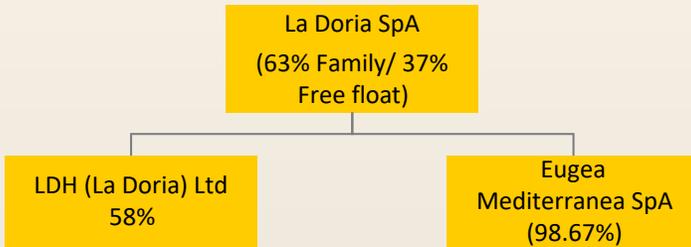
- La Doria is a manufacturer of canned tomatoes, pulses, pasta sauces and fruit juices focused on private labels

WHERE WE OPERATE

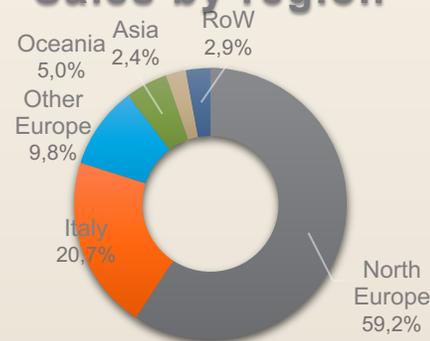
- Export focused business, UK biggest market
- The Group is succeeding in the strategy of diversifying the product revenue stream

WHAT IS OUR STRENGTH

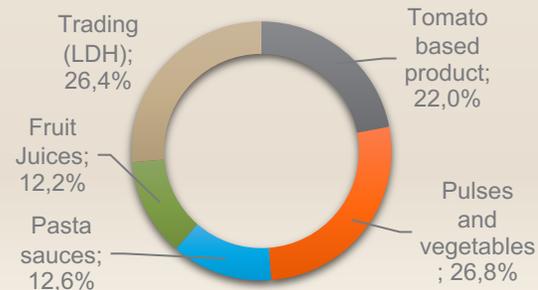
- Family business → Long term view
- Geography → close to raw material and port
- Focus on core business → PL (95.2%)
- Environment and sustainability
- 43.3% of the energy internally generated
- Ethical assessment of farmers → Trust from customers



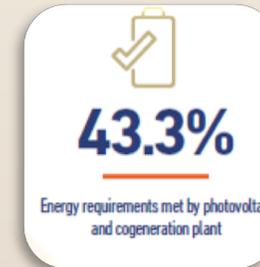
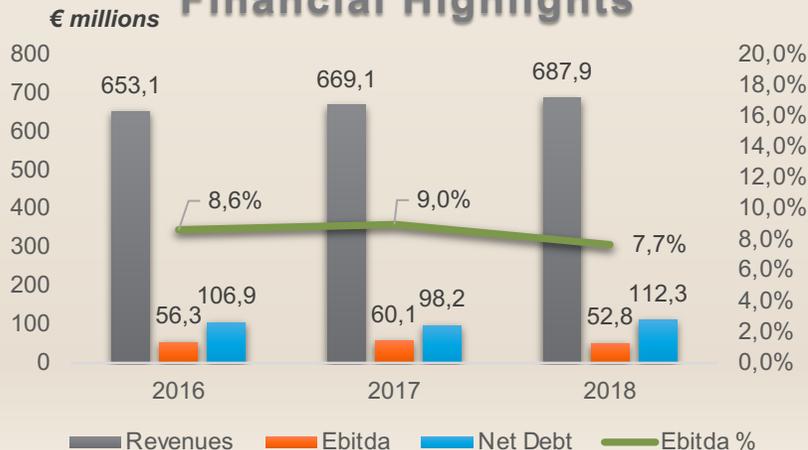
Sales by region



Sales by product



Financial Highlights



The value of sustainability (1/2)

Pursue growth while remaining true to the core values which permeate how we do business and which are integrated into every aspect of the Group value chain: from procurement of raw materials until production

OUR VALUES

- *Legal compliance, ethics, transparency*
- *Respect for workers' rights*
- *Respect for the environment*
- *Regional development*

“The public expectations of your company have never been greater... Every company must not only deliver financial performance, but also show how it makes a positive contribution to society. Without a sense of purpose, no company, either public or private, can achieve its full potential.”

Larry Fink, Chairman and CEO of BlackRock, Inc.

The value of sustainability (2/2)



Strong link with the region as it provides us with the raw materials to create our products.

- product quality
- safe and controlled throughout the chain
- traceable from field to shelf
- reduction of water consumption and pesticides



This means that all of our personnel operate correctly and always seek to improve, not only within the company but also in dealing with external parties, from farmers to customers.

- safe and responsible working conditions
- mitigation of environmental impacts
- sustainable packaging
- efficient and responsible logistics
- reduction of waste and food loss



Passion is what drives us to do our work better, contributing to the quality of the entire organisation:

- centrality of the customer and solid and
- long-lasting relations
- development and well-being of the individual
- market reputation

How to differentiate: going beyond compliance

To comply with local rules and regulations it is not sufficient anymore, businesses need to go beyond compliance to really differentiate and satisfy customers needs (both B2B and B2C).

What La Doria is doing:

- Independent field checks and audits (42 in 2018)
- Setting independent targets
- Day by day collaboration with suppliers, clients and local stakeholders

What La Doria is planning to do:

- Work together with supplier to help and empower workers in the fields
 - Driving license courses
 - Italian courses
 - Contribution to growers for canteen services
- Disclose quantitative targets and monitor progresses
- Embed sustainability in the core strategy

In 2018, 49% of those under 24 living in UK have avoided a product or service due to its negative environmental impact, showing a real appetite to address their own impacts.
Ethical consumer market report 2018

Upcoming challenges

- Circular economy
- Plastic reduction
- Pressure to further reduce CO² emissions

THANKS FOR YOUR ATTENTION