

# CSR & SUSTAINABILITY

Our commitment to our stakeholders extends to all those whom the company's activities may significantly affect, or whose actions may impact our ability to successfully develop our strategy and achieve our goals. As a result of dialogue and participation mechanisms involving our stakeholders, four major areas of work have been defined, for which the priority aspects for the Group's management have been identified. These were the base for defining our Sustainability and Corporate Social Responsibility Strategy, as well as establishing milestones and objectives that will allow us to evaluate our evolution over the next four years and which are summarised in the following table:

OUR PEOPLE	OUR PLANET	SUPPLY CHAIN	OUR COMMUNITY
<b>The success of a company is the result of the talent and well-being of its employees.</b>	<b>The actions of today must not compromise the needs of the future, neither those of the company nor of society.</b>	<b>Promoting responsible manufacturing and consumption as part of our objectives.</b>	<b>Engineering and promoting changes that can improve the quality of life for society.</b>
<b>OBJECTIVE</b> To promote the development of collaborators.	<b>OBJECTIVE</b> To minimize the environmental impact of our operations.	<b>OBJECTIVE</b> To take ethical, environmental and social issues into account in the supply chain.	<b>OBJECTIVE</b> Contribute to generating sustainable communities.
<b>LINES OF WORK</b> · Diversity and equality. · Employee health and safety. · Attracting, developing and retaining talent.	<b>LINES OF WORK</b> · Risks concerning the supply and management of water. · Packing and packaging of products. · Strategy on climate change, policy and environmental awareness.	<b>LINES OF WORK</b> · Supply chain management. · Evaluation of supplier CSR compliance. · Code of Conduct and Anti-Corruption.	<b>LINES OF WORK</b> · Health and nutrition. · Promotion of healthy lifestyles. · Dialogue with relevant stakeholders.



# FINANCIAL INFORMATION

ASSETS	31.05.17	31.05.16	NET EQUITY AND LIABILITIES	31.05.17	31.05.16	PROFIT AND LOSS	31.05.17	31.05.16
Intangible assets	16.984	16.996	Equity	107.035	99.088	<b>NET TURNOVER</b>	744.201	758.864
Tangible assets	123.484	115.899	Capital & reserves	92.260	91.680	Cost of good sales	-599.539	-627.213
Biological assets	9.335	7.423	Profits of the year	14.775	7.408	Staff costs	-39.552	-36.815
Real estate investments	4.783	4.864	Adjustments for changes in value	21.340	21.876	Other operating income	1.420	1.296
Non-current financial assets	3.496	3.617	<b>NET EQUITY</b>	<b>128.375</b>	<b>120.964</b>	Other operating expenses	-74.450	-73.742
Deferred tax assets	6.420	7.227				<b>EBITDA</b>	32.080	22.390
<b>NON-CURRENT ASSETS</b>	<b>164.502</b>	<b>156.026</b>	Long-term provisions	1.253	1.027	Amortization and depreciation	-6.098	-6.125
			Long-term debts	63.485	59.929	Provisions excess	0	690
Assets held for sale	0	42	Deferred tax liabilities	13.917	13.727	Impairment and gains or losses	-175	930
Inventories	231.943	191.603	<b>NON-CURRENT LIABILITIES</b>	<b>78.655</b>	<b>74.683</b>	Other results	-544	202
Commercial debtors	90.062	72.306				<b>EBIT</b>	25.263	18.087
Short-term invest. Group Companies	160	160	Short-term provisions	734	586	Exchange results	1.006	397
Short-term financial investments	3.284	4.249	Short-term debts	159.078	127.542	Financial expenses	-6.540	-7.888
Cash and cash equivalents	18.059	25.016	Trade and other payables	141.168	125.627	<b>EBT</b>	19.729	10.596
<b>CURRENT ASSETS</b>	<b>343.508</b>	<b>293.376</b>	<b>CURRENT LIABILITIES</b>	<b>300.980</b>	<b>253.755</b>	Corporate tax	-4.959	-3.188
<b>TOTAL ASSETS</b>	<b>508.010</b>	<b>449.402</b>	<b>TOTAL NET EQUITY AND LIABILITIES</b>	<b>508.010</b>	<b>449.402</b>	<b>NET PROFIT</b>	<b>14.775</b>	<b>7.408</b>

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FISCAL  
YEAR SUMMARY  
16/17





# WHO WE ARE

We are part of a family-owned food processing business of Mediterranean origin, with 120 years of history and a strong international presence. We are leaders in the management of agricultural farms, industrial processing, packaging and marketing of olive and seeds oils, nuts, dried fruits, Modena vinegar, pasta and snacks. Our goal is the creation of value for our stakeholders, based on quality and innovation, offering consumers the standards and qualities of the enjoyment of Mediterranean life as a global cultural concept that defines food as a source of health and pleasure, a unique cultural experience: Mediterranean Life & Quality.

## OUR MISSION

To bring Mediterranean Life & Quality Food to the World.

## OUR VISION

To be a company recognised as a world leader in the marketing of high-quality, healthy and pleasurable Mediterranean cuisine and lifestyle products, generating value for its consumers, customers, employees, shareholders and all stakeholders linked to the company's activity.

## OUR VALUES

Professional ethics, quality as a principle, tradition, trust, profitability, sustainability, vision of the future-global scale, customer guidance and innovation.

## OUR ACTIVITY

### Supplies

We have our own mills, strategically located in the production areas, that ensure a steady supply of key raw materials and guarantee the traceability and quality of our products.



### Industrial

This focuses on the production and packaging of olive and seeds oils, nuts, dried fruits, Modena vinegar and snacks.



## Commercial

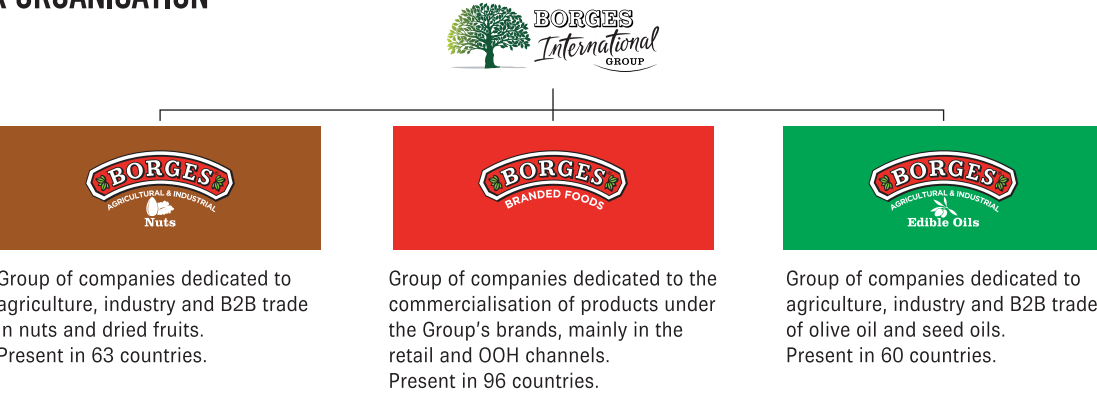
### B2B

We are part of the value chain for our industrial clients, who use our products as ingredients in their processes and when packaging products for third parties.

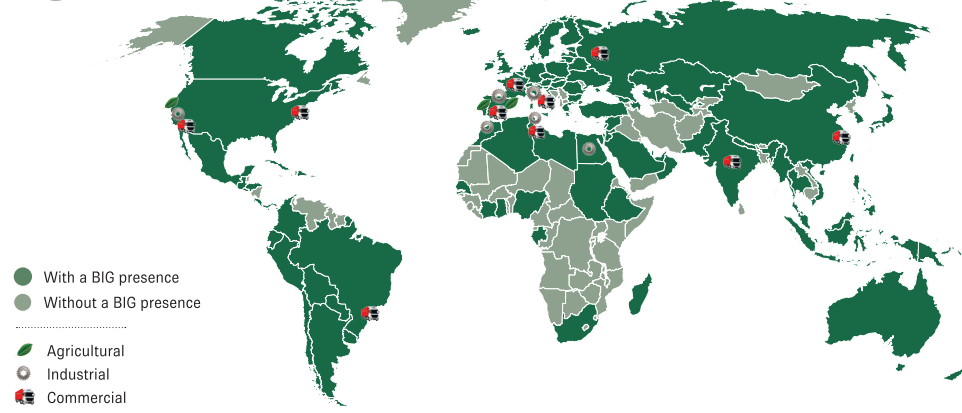
### RETAIL & OOH

Products packaged under our brands aimed at end-consumers and catering professionals.

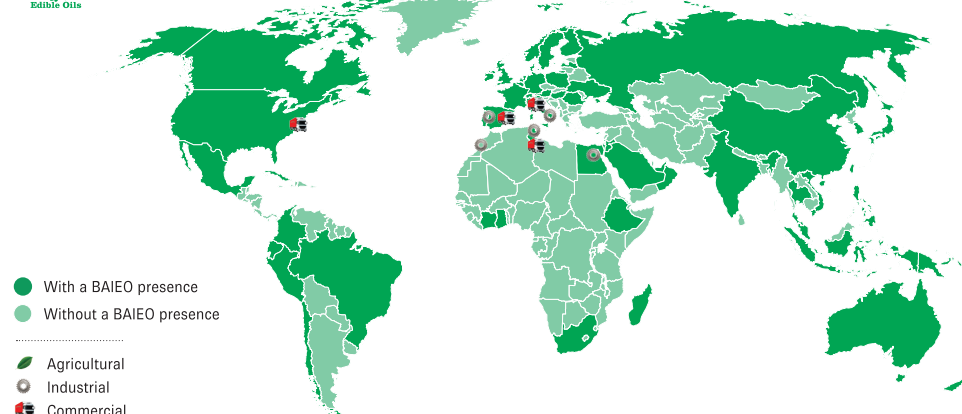
## OUR ORGANISATION



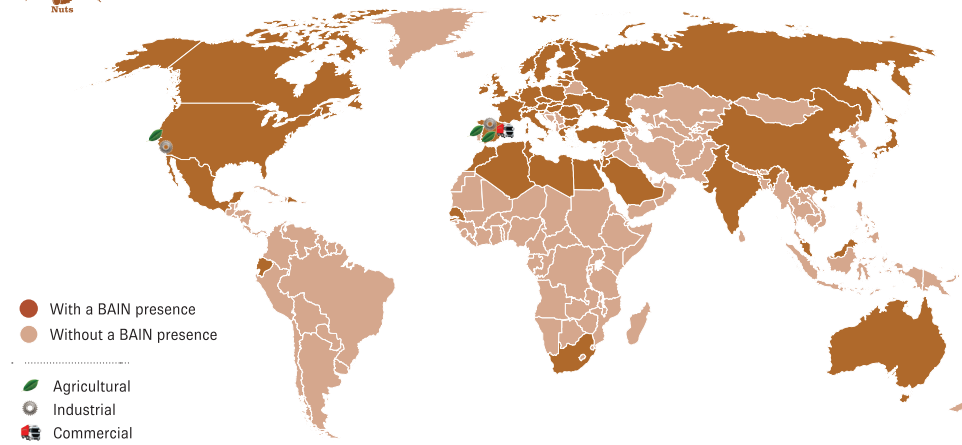
# KEY FIGURES FOR THE YEAR



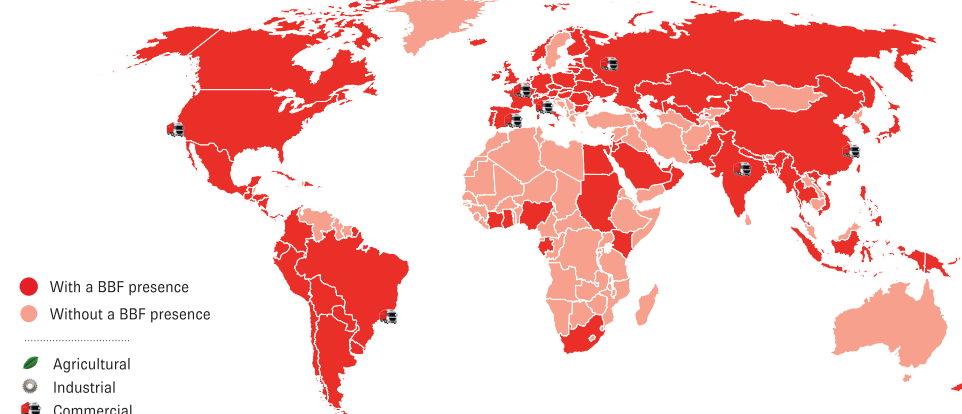
744.201.000	348.750	114	1.120	15	13
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	EMPLOYEES	OFFICES IN 9 COUNTRIES	FACTORIES IN 6 COUNTRIES



454.093.000	291.651	60	405	6	2
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	EMPLOYEES	FACTORIES	COMMERCIAL OFFICES



197.178.000	44.306	63	2.348	447	7
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	HECTARES	EMPLOYEES	FACTORIES



271.669.000	79.068	96	12	222
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	COMMERCIAL OFFICES	EMPLOYEES

# OUR PRODUCTS

We offer to worldwide consumers delicious ways to enjoy Mediterranean Life & Quality. Our products are fundamental ingredients of Mediterranean cuisine, especially virgin olive oil



OLIVE OILS



SEED OILS



NUTS & MILK ALTERNATIVES



VINEGARS



POPCORN



PASTA



SAUCES



BALSAMIC GLAZES



OLIVES



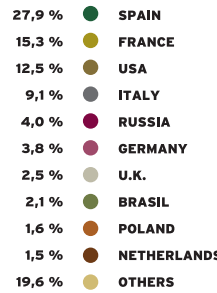
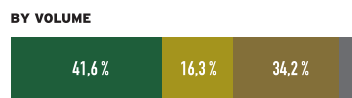
OUT OF HOME RANGE



NUT INGREDIENTS



OIL AND VINEGARS INGREDIENTS



# OUR BRANDS



A global brand, a leader of the group, perceived as a "top of mind" brand across all its references.



Star is a leader in olive oil, vinegar and olives on the west coast of the United States.



Tramier is a leader in France in table olives, with a significant market shares.



ITLV is a leader in Russia in olive oil, olives and vinegars and is present in Eastern territories.



Ortalli legitimises the Modena origins of our vinegars and balsamic glazes.



Capricho Andaluz is the market leader for olive oil and vinegar portions.



Popitas is the leader in the Spanish market for microwave popcorn.



Cara Mia excels at selling "Premium" preserves and artichokes on the North American market.



Pacific Choice enjoys great prestige within the OOH channel in the western United States.