



# FISCAL YEAR SUMMARY 18/19



# WHO WE ARE

We are a Mediterranean food processing business found by the Pont family, with more than 120 years of history and a strong international presence. We are leaders in the marketing of olive and seed oil, nuts, dried fruits, Modena vinegar, pasta and snacks.

## OUR MISSION

To bring Mediterranean Cuisine & 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 our consumers, customers, employees, shareholders and all groups of interest linked to the company's activity.

## OUR VALUES

Professional ethics  
Quality  
Tradition  
Trust  
Profitability

Sustainability  
Future vision  
Internationalization  
Customer guidance  
Innovation

## MAIN BUSINESS AREAS



### RETAIL

Products packaged under our brands for the final consumer.



### OOH

Products packaged under our brands aimed at catering professionals.

## WE ARE PART OF, BORGES INTERNATIONAL GROUP

Our greatest strengths are our values and our global business network which comprises more than 6.000 professionals who offer our products to buyers worldwide every day, supported by more than 1.000 professionals specialised in purchasing, operations, back office services, administration, finance, IT, and all aspects of technical and legal support, ensuring that any form of contact with Borges is always a satisfactory experience.



Group of companies dedicated to agriculture, industry and B2B trade in nuts and dried fruits. Present in 62 countries.



Group of companies dedicated to the commercialisation of products under the Group's brands, mainly in the retail and OOH channels. Present in 95 countries.



Group of companies dedicated to agriculture, industry and B2B trade of olive oil and seed oil. Present in 69 countries.

## BORGES INTERNATIONAL GROUP IN FIGURES:

**689.857.000**

EUROS IN SALES

**330.907**

TONS SOLD

**1.133**

EMPLOYEES

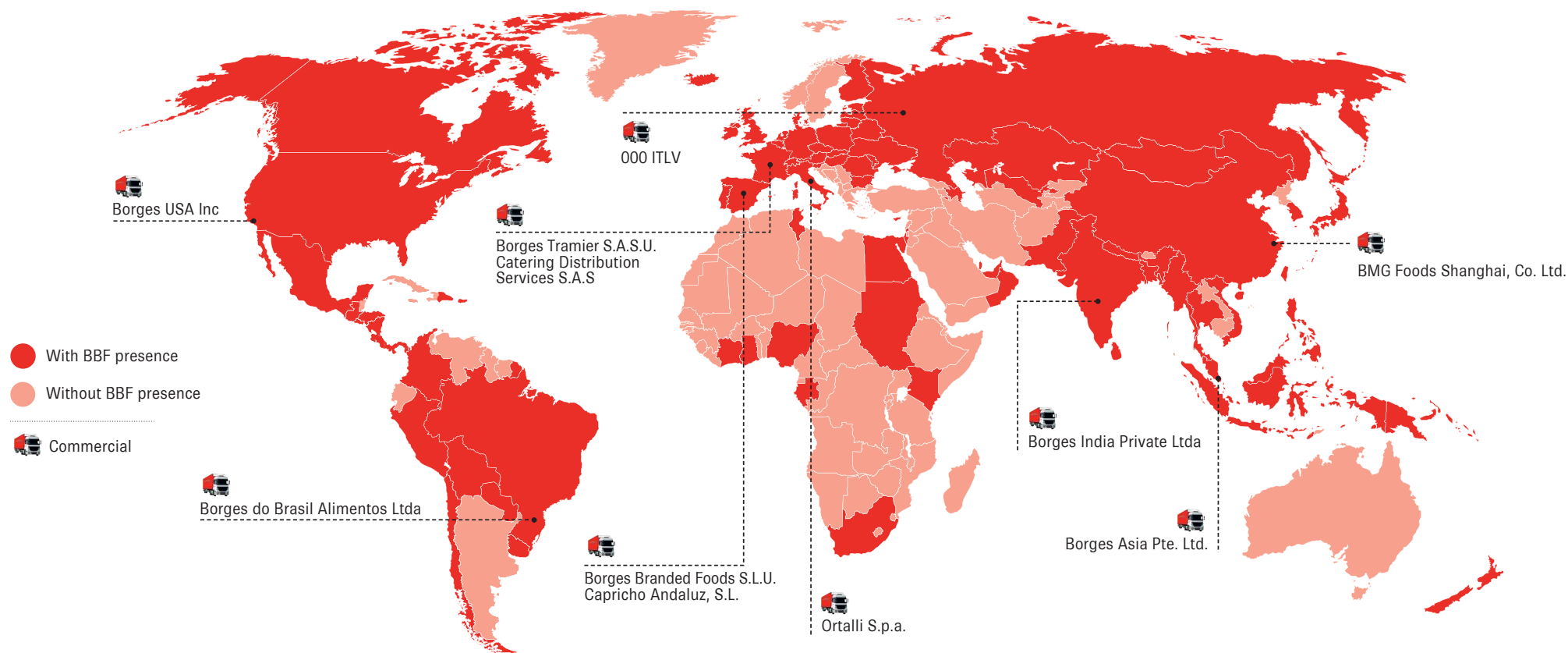
**116**

COUNTRIES

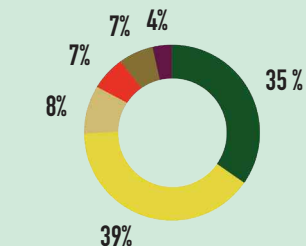




# BORGES BRANDED FOODS WORLDWIDE

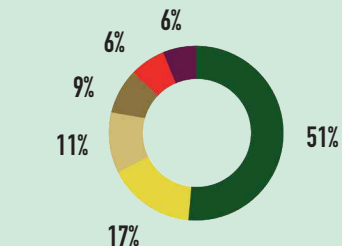


SALES VOLUME (Tn)



● Olive oils  
● Seed oils  
● Olives  
● Nuts

SALES VALUE (€)



● Vinegars  
● Pasta, sauce & pickles

261.435.000  
EUROS IN SALES

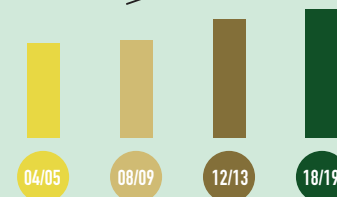
77.219  
TONS SOLD

205  
EMPLOYEES

95  
SALES DESTINATION COUNTRIES

12  
COMMERCIAL OFFICES

NET SALES €  
28 %



# OUR PRODUCTS



OLIVE OILS



SEED OILS



NUTS



VINEGARS



ECO RANGE



MILK ALTERNATIVES



PASTA



SAUCES



BALSAMIC GLAZES



OLIVES



OUT OF HOME RANGE

We contribute to the consolidation and furthering of the group's brands, annually providing 13 million Euros to support advertising in the media and promotions.

# OUR BRANDS



Mediterranean lifestyle:

Enjoy food.  
live longer.



# CSR & SUSTAINABILITY

## OUR AMBITION

### WE WANT TO OFFER A HEALTHY DIET BY SUSTAINABLY MANAGING RESOURCES

The main objective of the Group is to contribute to develop a **responsible business** that guarantees sustainable consumption and production modalities.

[www.committedbynature.com](http://www.committedbynature.com)

## MAIN AREAS OF ACTION



### Responsible farming

In this first stage Borges works to contribute to sustainable development in the supply chain. This implies knowing and reducing our impact and that of our suppliers in the broadest sense, including water management, emissions, transportation or human rights, among others.

Everything to guarantee a **sustainable and responsible supply of our products, ingredients and raw materials**.

### Committed people

We guarantee the well-being and development of professionals who are part of Borges, ensuring daily **equality, diversity and fair working conditions**. We also contribute to the development of the communities where we work and in general with the world where we live. We understand that sustainable development will only be possible if we move forward in collaboration with our stakeholders.



### Healthy and Sustainable products

Aware of the influence we have on our customers, we are responsible for promoting a **healthy lifestyle** through our products, which should be characterized by being sustainable in every way from their recyclability to their nutritional benefits.





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