

besana naturally



besana today



BESANA GROUP 2011

90 anniversary



- **BESANA** is one of the most important European companies in terms of production, processing and marketing of nuts and dried fruit.
- has various production sites in Italy and abroad.
- achieves a turnover of about **127 million €**. **80%** of the production is exported.
- co-ordinates production of over 2,000 growers and co-operative growers and therefore completes the fruit and vegetable chain from the **"field to the consumer"**.
- processes over **16,000 tons** of nuts and dried fruit annually, utilizing **435** highly skilled employees in Italy and about **180** abroad.
- storage space for a total of **9,600 pallets** of which **4,000 are in refrigerated areas**.
- **Strong investment have been borne** during **2006 – 2010** in factory development.
- As a result of these investments, the productivity has been **increased by 14%** , while the production costs have been reduced of **9%**.
- Love for work, experience and respect for tradition have been the driving force behind almost **90 years** of the company's activity.
- Particular attention to **product innovation** and **development of technical processes** are the priorities of Besana's management.



DESTINATION OF PRODUCT PORTFOLIO:

- 70%** Retail trade: top 20 European Supermarkets
- 30%** Manufacturers (Ice Cream, Bakery, Confectionery, Dairy, Breakfast cereals, Catering: Top European Food Industries)



- **Besana** has created new synergies through the acquisition in 2007 of a new **storage space for up to nearly 3,000 pallets** at **Interporto Nola**.

- These storage spaces are in a large part **refrigerated** and equipped with **innovative logistic technology**.

- This will continue to generate **positive benefits** over the coming years, such as:

- **Reduction in warehouse rental expenses**
- **Reduction in costs for external processing**
- **Improvement in despatch capacity (in total around 3% of expenses)**
- **Elimination of transport cost to and from third party sites by own or contracted trucks (with a cost saving of 2%)**



- In the future, the opportunity to use **high-speed railway transport** (intra E.U.) will enable further **cost savings**.



INVESTMENTS

- From 2004 to 2010, Besana Group launched **over 300 new products of highest quality** (including: special mixes, ready to eat, natural, organic and Fair Trade snack products).
- Forecasted sales increase over the next three years in this sector: **20%**.
- In response to the increasing attention towards healthy eating and food safety, Besana has converted its processes to incorporate a state of art pasteurisation and sterilisation system that completely avoids the use of chemicals.



Laboratory

Accredited by ACCREDIA (official Italian Certification body), in compliance with ISO IEC 17025:2005. Accreditation N° 0262 The Laboratory collaborates with Italian Research Institutions (CNR) and international institutes (TUBITAK in Turkey) and has contacts with international food safety bodies such as the European Food Safety Authority (EU SANCO and EFSA), the National Dried Fruit Trade Association UK (NDFTA), the American Council for Food Safety & Quality (DFA of California) and the Food Standards Agency UK (FSA), and is member of International Nut and Dried Fruit Council Foundation (INC).



Type of Analysis		
Chemical:		
- Micotoxins: aflatoxines (B and G) and Ochratoxin A		
- Allergens: peanuts, sesame, hazelnuts milk, soya		
- Fats material: total fat material, FFA, rancidity, peroxides		
- Preservatives: sulphites (E220), sorbates (E202)		
- Contaminants: pesticides, Hydrocarbons Policiclic Aromatics		
- Moisture, PH, Sugar, Viscosity, Total acidity, sodium chloride, colour (Agtron), Water activity.		
Microbiological:		
- Total Bacterial Count (TBC)		- S. Aureo (+)
- Moulds and Yeasts		- Listeria monocitogenes
- Enterobacters		- Sw abs tests
- Total Coliforms		- microbial environmental
- Escherichia Coli		
- Salmonellae spp		



PASTEURISATION & REHYDRATION



- **Pasteurization** kills all forms of insect life and is effective on all microorganisms.
- **Steam-vacuum** pasteurization is a natural process which is safe, leaves no residues and has no environmental impact.
- The NAPASOL pasteurization process is available worldwide
- The equipment is user friendly and low Maintenance.
- There is no danger associated with the technology
- Is widely accepted as a natural decontamination technology also suitable for organic products.
- **Pasteurization** is a batch process that requires an autoclave, steam, vacuum pump and process control which is a significant Investment.



Besana is committed to supplying all customers safe, high quality, good value products, according to food law, health & safety rules as well as environmental and ethical requirements.

Besana operates within the leading quality control system and has several certifications:



Besana is registered on the SEDEX website and undergoes ethical audits based on the ETI Base Code principles.

Besana receives several visits of customers in our production plants.

Customer Audits for plant approval:

M&S Hygiene & PPC Audit; Tesco PIU Audit; Nestlè NFSMS.

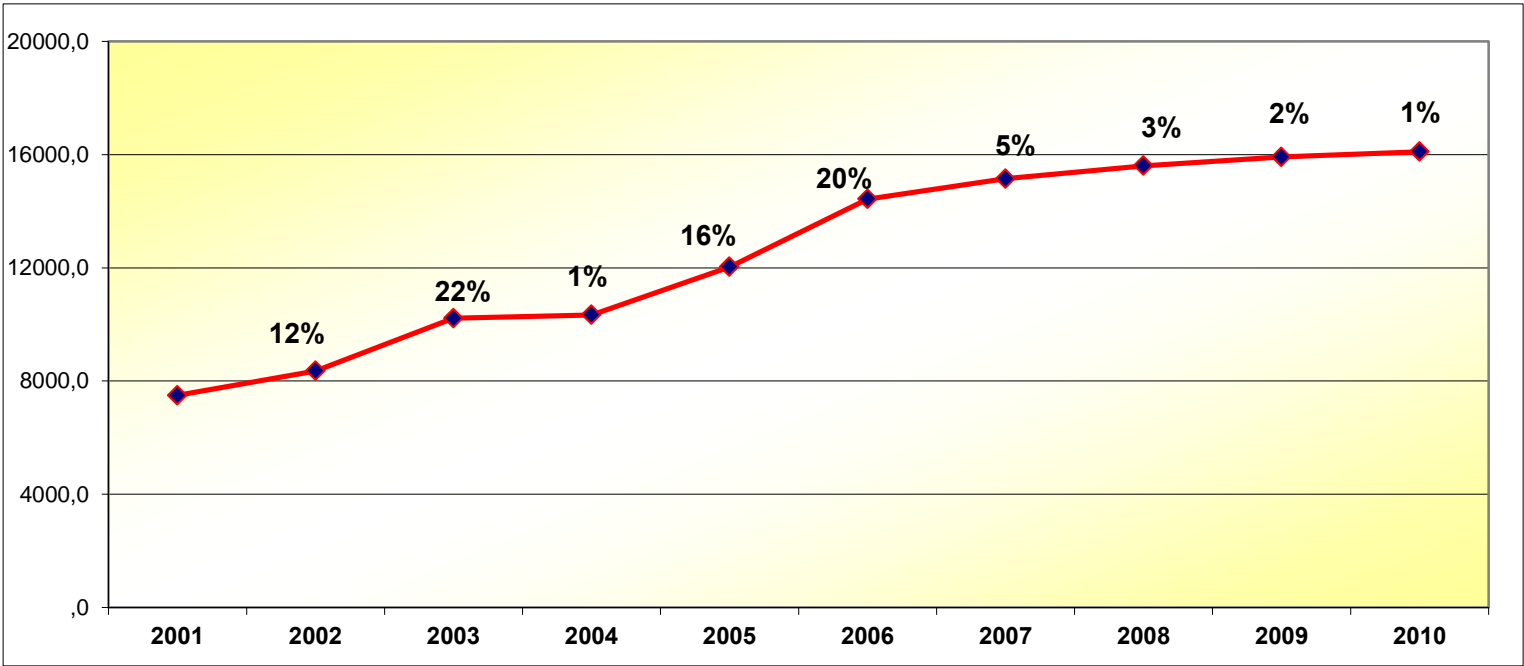


Quantities of product handled in tonnes

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Tonnes of product	7.490	8.358	10.217	10.338	12.033	14.426	15.147	15.602	15.913	16.100
Difference from previous year	na	12%	22%	1%	16%	20%	5%	3%	2%	1%
Difference 2000 versus 2010										115%
Average increase over 10 years										11%

Worldwide increase of the sector (including the new consuming countries **CHINA and INDIA**) over this period is **9.75%**

BESANA TREND is 11%





OTHER PLANTS AND DISTRIBUTION CENTRES

all BRC certified



UNITED KINGDOM – Besana UK Limited

- plant and offices located in the Gloucestershire, Cotswolds.
- Typical Christmas products are packed; around 1,200 tons of in shell nuts are processed on 7 production lines.
- Employs 22 people and operates as a **sales, marketing, logistic and distribution platform** throughout the U.K.



CHERRY, ALMOND, AND DATE FACTORY

ITALY

- Plant located in Puglia region – mainly handling **cherries, almonds and dates**
- advanced equipment for shelling and blanching.
- The plant processes fresh cherries – from the field to pitting, SO2 treatment.
- **Specialist for preserving cherries in alcohol**



CHOCOLATE FACTORY

ITALY

- The plant is located in Campania region.
- **chocolate coating** of various nuts and dried fruits.
- production of chocolate shaped subjects and Easter eggs.
- total production output of **1,000** tons per annum.



BRAZIL NUT FACTORY - ORIXIMINA' – Para' – Brasil

- The plant of Oriximinà (Brazil) is located deep in the Amazon rainforest where the Rio Amazonas and Rio Solimoes flow together.
- **Brazil nut**, a wild forest fruit, is **harvested, dried, sized, shelled and polished** employing some **112** people in modern air-conditioned production areas.





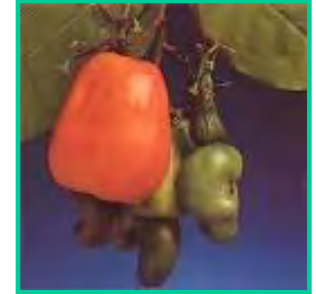
NUTS



Almonds



Brazil nuts



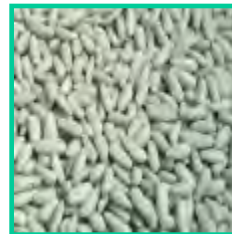
Cashew Nuts



Chestnuts



Walnuts



Pine nuts



Hazelnuts



Macadamia nuts



Peanuts



Pecan nuts



Pistachios



DRIED FRUIT



Apples



Cherries



Dates



Pineapple



Apricots



Prunes



Bananas



Pears



Figs



Peaches



Coconuts



Raisins



Physalis



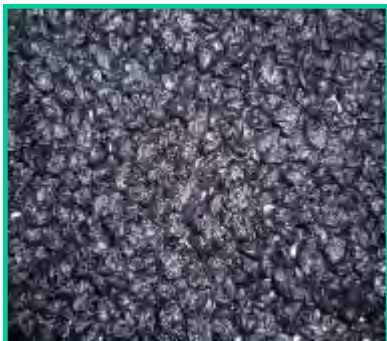
Mango



Sultanas



BERRIES



Blueberries



Cranberries



Blackcurrants



Blackberries



Raspberries



Strawberries



READY TO EAT - no additives



Apricots



Raisins



Prunes



Figs



Pears



Cranberries



Tomatoes



Pluots



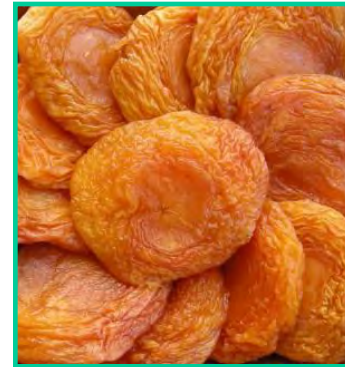
PLUMS



Angelino Plums



California dried plums



Fancy nectarines



Roysum plums



INNOVATIVE DRIED FRUIT

NEW



Pomelo sliced

NEW



Pomelo pieces

NEW



Cantaloupe



P I N E N U T S (P N K S E E D S)



Mediterranean Pinenuts



Chinese Pinenuts



Pakistan Pinenuts



SEEDS



Sesame seeds



Sunflower seeds



Coriander



Styrian Pumpkin seeds



**Chinese Green Pumpkin seeds
(GWS)**



**Chinese Dark Pumpkin
seeds (NW)**



SEEDS



Poppy seeds



Linseeds



Hemp seeds



Alfalfa seeds



Cumin seeds



Soya beans



S P I C E S



Basil



Cinnamon



Rosemary



Cloves



Thyme



Fennel



Nutmeg



Chili Peppers



Black Pepper



CHESTNUTS



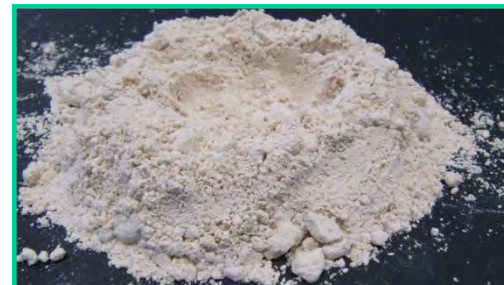
Fresh



Dried peeled



**Frozen peeled
roasted**



Chestnut flour



Pre- cooked



Marrons



Monk chestnuts



D A T E S



Medjool



Deglet nour



Kenta



Khouat Allig



Mosafati



Halawi



NEW FRUITS FROM THE WORLD

NEW

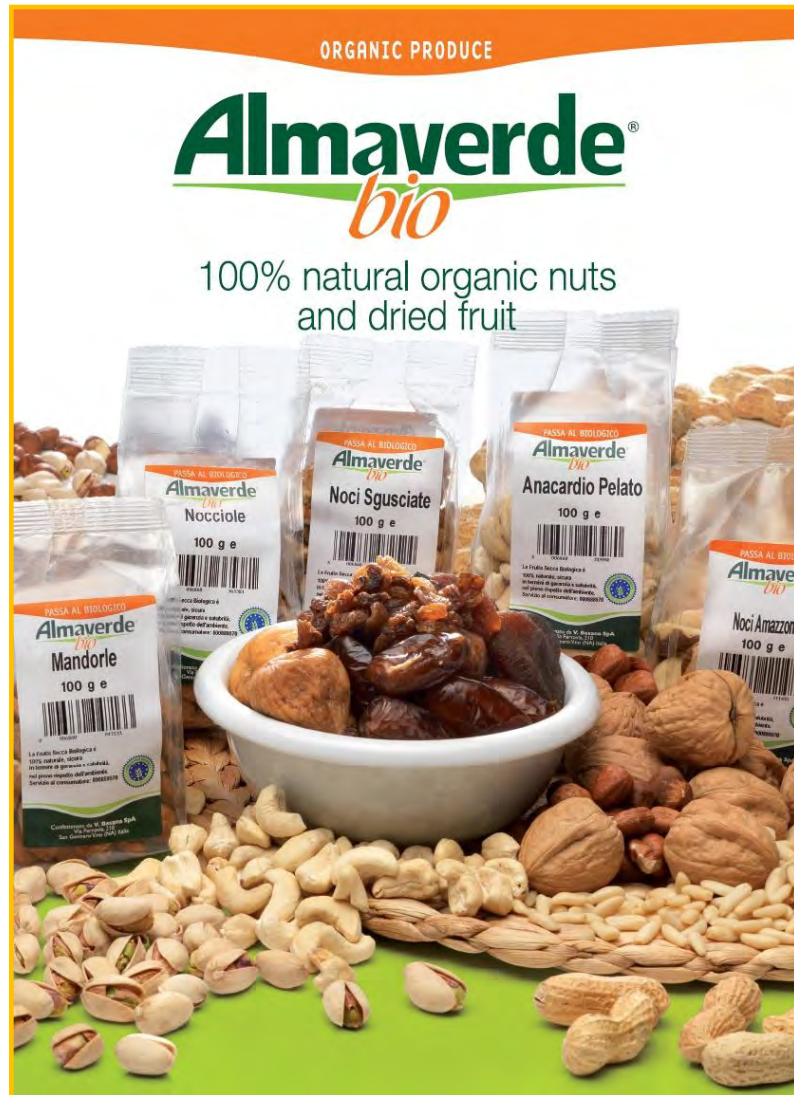


Goji-berries

Cranberries



Mulberries



Available organic Besana products:

**Cashews
Peanuts
Almonds
Hazelnuts
Walnuts
Brazil Nuts
Pistachios
Pine Nuts**

**Apricots
Pineapple
Banana
Dates
Figs
Goji berries
Mango
Cranberries
Prunes
Sultanas
Raisins**

**Sunflower seeds
Linseeds
Poppy seeds
Sesame seeds
Pumpkin seeds**

**Chocolate:
white – milk - dark**





nuts

healthy
eating

90 anniversary