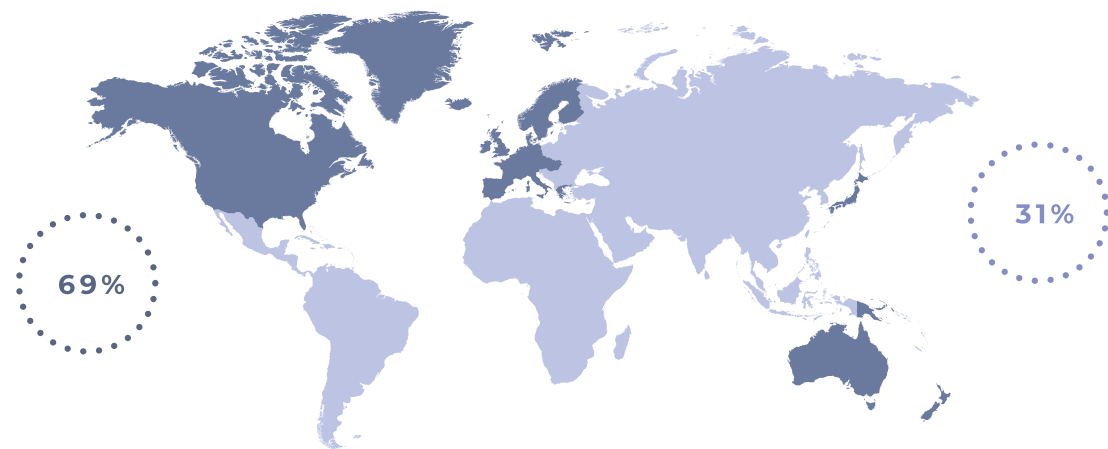
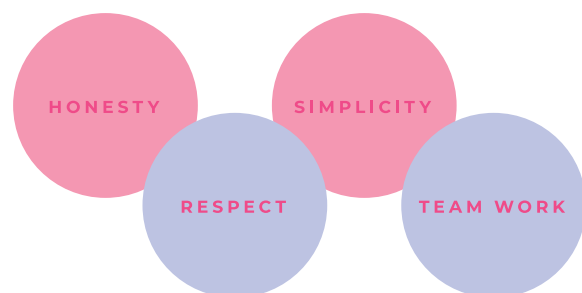


GROWTH IN DEVELOPED AND EMERGING COUNTRIES



VISION, MISSION AND VALUES

- Transform with passion and tradition the fruits for customers pleasure and wellness
- Vertically integrated business model
- Create social, environmental and economic value



VALUE CHAIN



KEY SUCCESS FACTORS

- Continuous improvement in R&D activities
- Partnership with Growers
- Full product traceability (ERP & BI System)
- Products diversification
- Strong economies of scale
- Direct and long term relationship with Customers Worldwide
- Orders monitoring and timely delivery of goods to Customers

FIDELITY CUSTOMERS



SANTORELLI

THE FRUIT COLLECTION

KUMINIANO FRUIT

COMPANY PRESENTATION

OVERVIEW

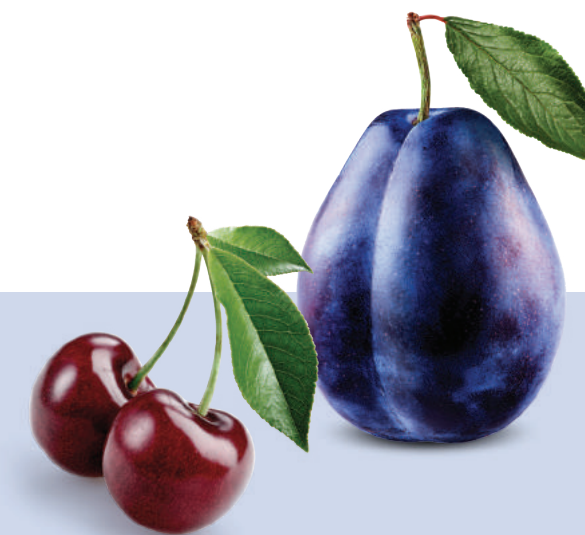
Italian family-owned company specialized in the production of fruit products for the food industry.

Founded in 1995 in Bulgaria by Pietro Santorelli. 2nd generation.

More than 28 countries: sales €20,8 Mn and 190 employees.

ELITE company of London Stock Exchange Group.

Strong market share in the business of cherries for industrial consumption: from confectionery to canning sectors.



kuminianofruit.com

A: 8 Iskra Street, 4120 Katunitsa, Plovdiv, Bulgaria

M: +359 887 252 625
T: +359 3117 2060

CHERRY PRODUCTS



CHERRIES IN ALCOHOL:
For cherry liqueur chocolates

CHERRIES IN SULFUROUS ACID:
For Maraschino & Glacé Cherries

NATURAL OR ARTIFICIAL COLORANT:
For fruit cocktail



SUPPLY CHAIN SUSTAINABILITY

Food safety, quality, environment, & occupational health and safety MGT system certification

Labor right, health and safety Environment & business ethics



GREEN PARK:
270 MW YoY

PMI DAY:
Open door

WATER TREATMENT SYSTEM:
€1,5 Mn / 182 km³

DRIED FRUITS AND PASTE



CHERRIES & PITTED CHERRIES



PLUM PASTE



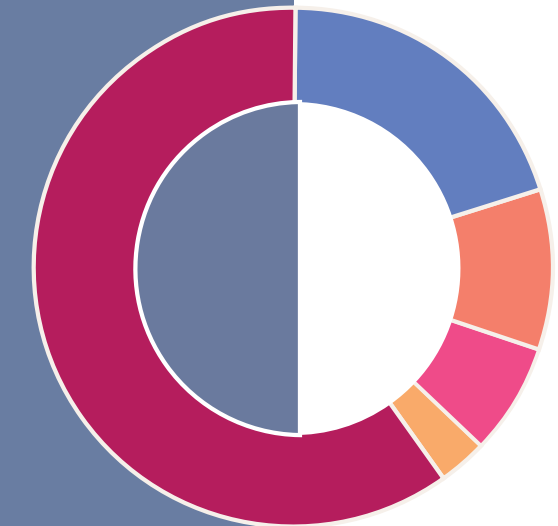
CHERRY PASTE



PRUNES & PITTED PRUNES

BUSINESS STRATEGIC SEGMENTATION

- SWEET CHERRIES: 60%
- PLUMS: 20%
- PEACHES: 10%
- SOUR CHERRIES: 7%
- APRICOTS: 3%



FROZEN FRUITS



SWEET CHERRIES



APRICOTS



PEACHES



PLUMS



SOUR CHERRIES

GEOGRAPHICAL AREA

