



**La meraviglia di ogni giorno**





# Our commitment and us

Our commitment is a promise we keep day after day: the promise to be naturally sustainable. Growing sustainably, producing sustainably, and behaving sustainably.



# » The Orogel system



**A large group in the food industry,  
a great 100% Italian brand.**

Our member farmers grow our products in the most suitable soils in Italy, and share a common goal: to offer the best variety of fresh and deep frozen fruit and vegetables.

**Orogel Frozen** is currently the first all-Italian producer of deep frozen food on the retail market and is a leader in the food service industry.

**Orogel Jams** is at the forefront in offering innovative product lines, which are perfect for a healthy lifestyle in pursuit of wellness.

**Orogel Fresh** markets fruit and vegetables, both in Italy and abroad, grown using integrated and organic production methods.



# » Our vision



Orogel works every day to offer **good, simple** and natural products, **rich in taste** and also **good for your health**

Our philosophy puts quality first to bring to your table the **freshness, taste** and **safety** of a product which is just as freshly picked.

We are genuinely committed to **preserving the best of nature**, to help you follow a healthy and correct diet, and to **guarantee your physical well-being**.

A strong sense of **responsibility towards the environment, nature, seasons and people** is the basis of our current and future work.





# » Our mission



Orogel puts great passion in its work, and **grows its vegetables** while respecting the rhythm of seasons, and in compliance with strict control plans and high quality standards.

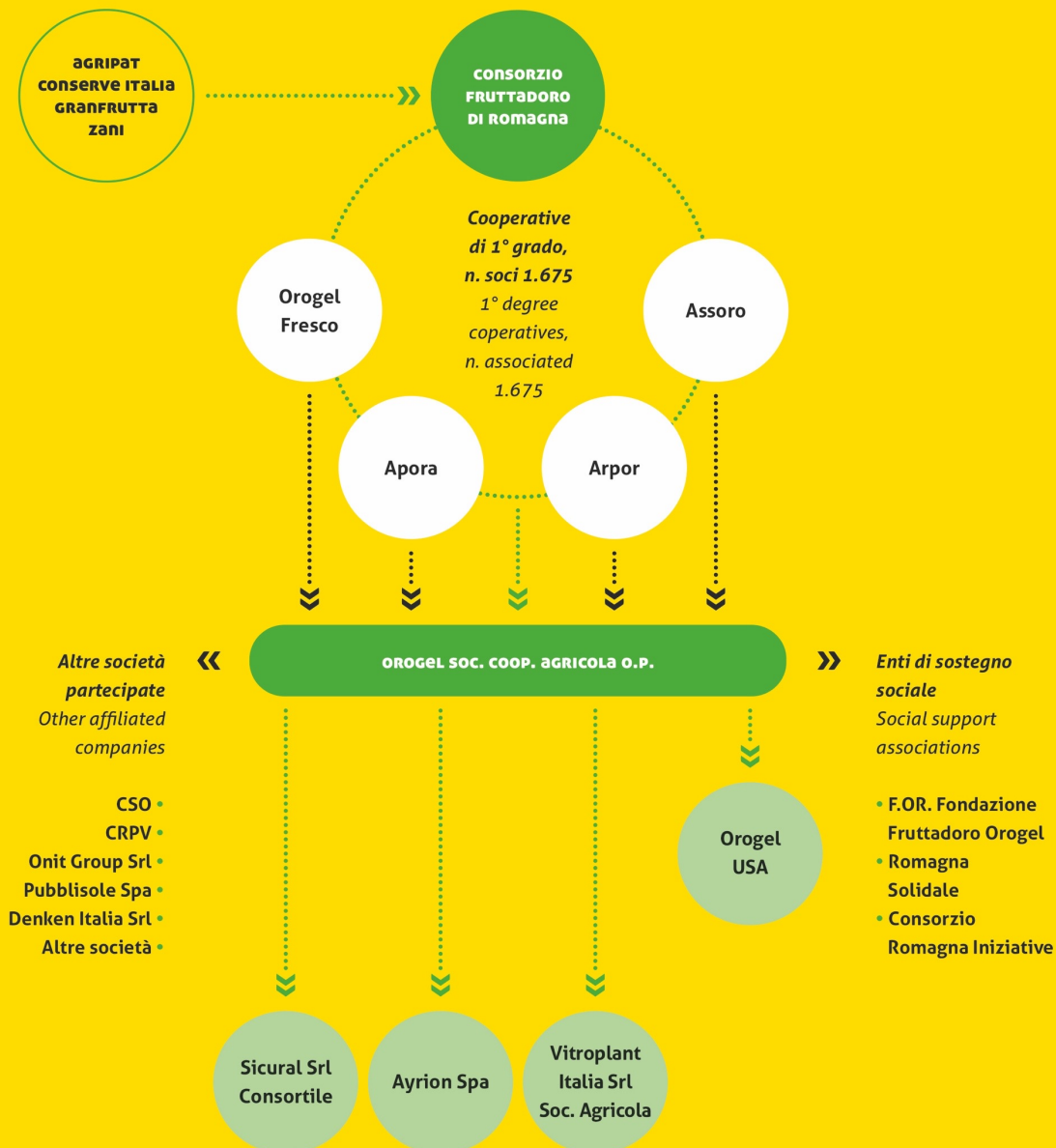
Orogel brings nature onto Italian tables, and guarantees the **traceability of the supply chain** as well as the use of **eco-friendly and nature-friendly production systems**.



Orogel always offers the best products, thanks to the work of its member farmers and to the efficiency of an advanced organization which manages directly the whole production chain.

Orogel, **the wonder of everyday**

# » Organisation chart





# » The strength of Orogel



Before getting onto people's tables, Orogel products are followed step-by-step. The whole production process is carefully monitored, from **sowing** to **picking**, from **processing** to **distribution**.

Producing in Italy: a guarantee of quality

This message, together with the 360° symbol, confirms the rigorous and thorough quality control process following each Orogel product.

This is **Orogel 360°**, a guarantee label that identifies the **process involving quality controls on our products from FARM to FORK**.



# » Proud to be Italian



Orogel chose to base its production in Italy and to **promote the top products being typical** of our territory.

The tight bond with our members and the close collaboration between the farmers and the production chain represent the true added value of our Group.







**Italy-based producer  
of fresh frozen vegetables**

# » Agricultural calendar



JANUARY



FEBRUARY



MARCH



APRIL



MAY



JUNE



JULY



AUGUST



SEPTEMBER



OCTOBER



NOVEMBER



DECEMBER





# » From farm to freezer



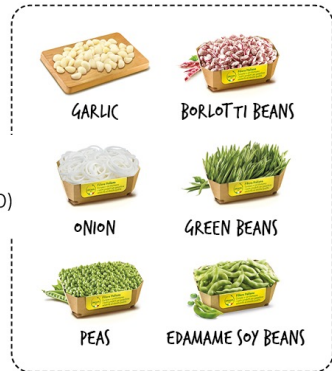
Once picked, the products are immediately brought to our factories to be processed and deep frozen. This is why we make sure **all stages are properly planned, from picking to storage.**

This activity is essential to guarantee top-quality products.

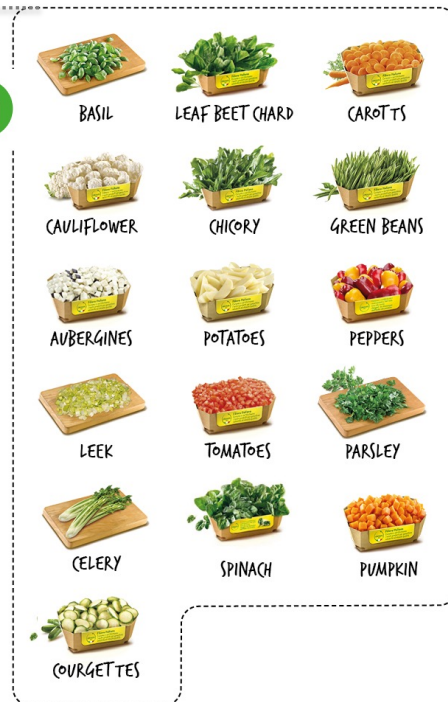
Yet, the geographical position we have chosen for our production factories is also strategic: **no more than 2 hours away from fields.**



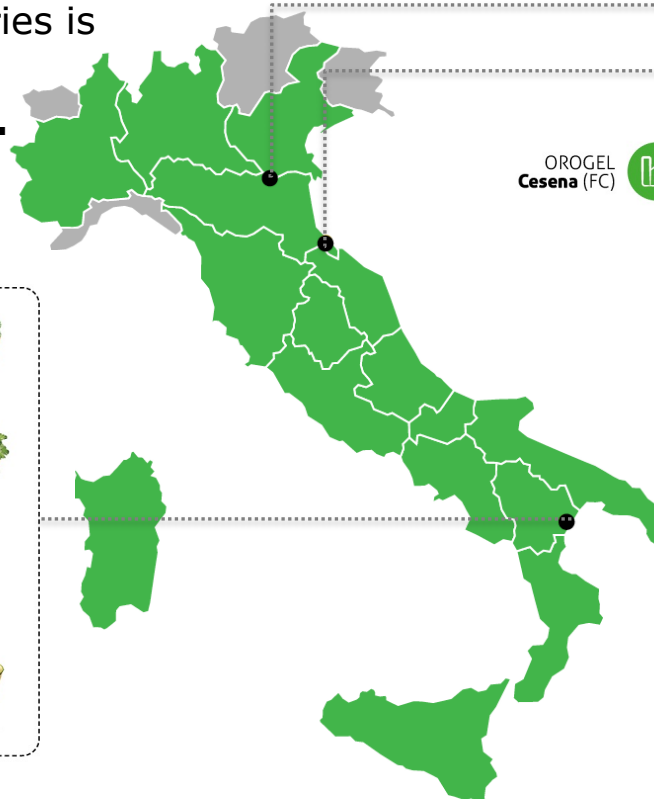
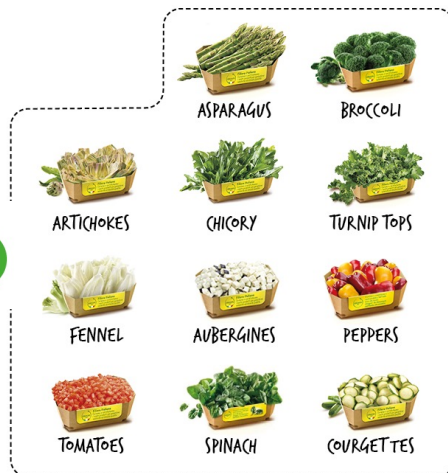
APORA  
FICAROLO (RO)



OROGEL  
CESENA (FC)



ARPOR  
POLICORO (MT)



# » Our 2020 figures



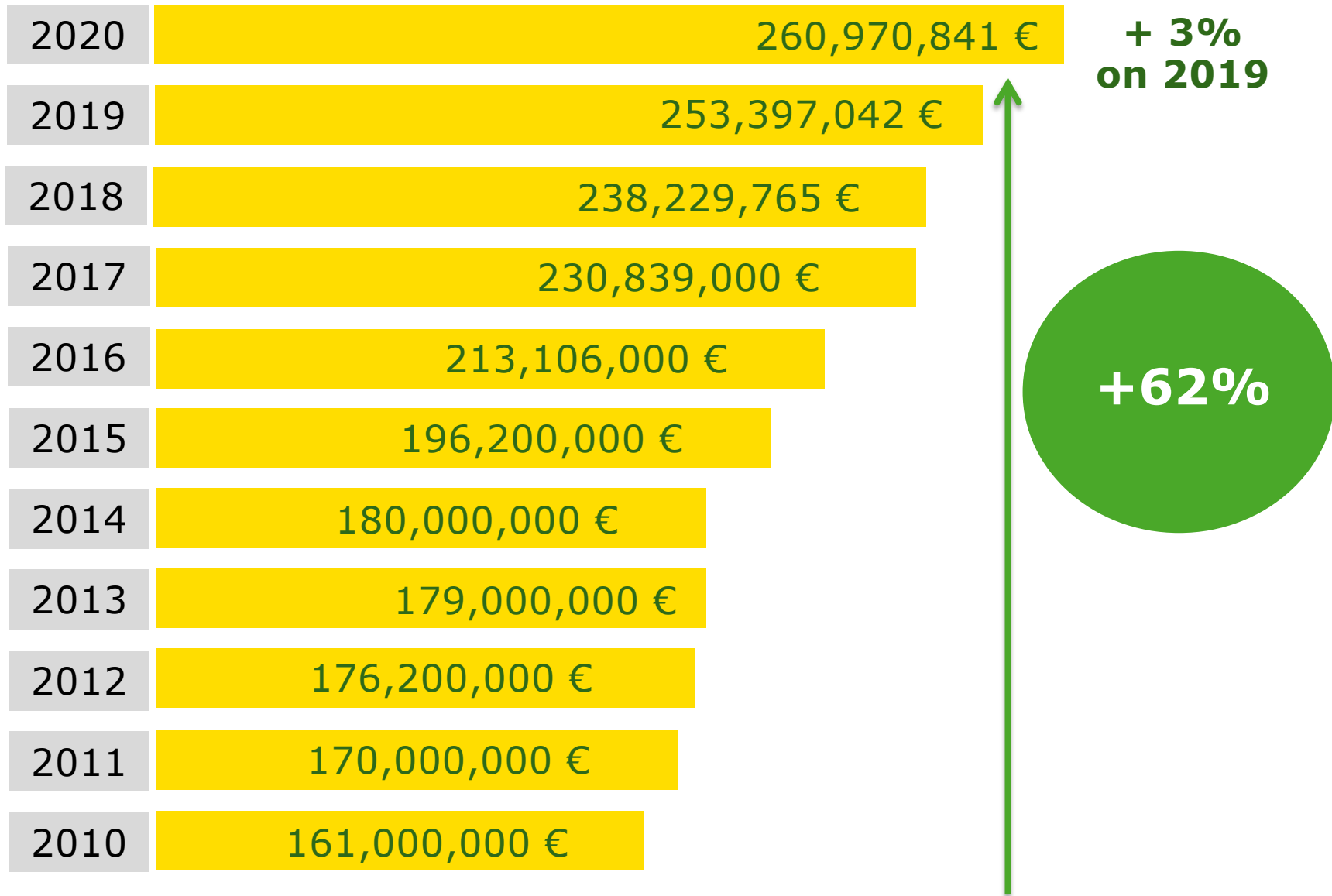
## **Orogel Soc. Coop. Agricola O.P.**

Consolidated data

<b>€ 284,244,000</b>	» Turnover	<b>+3.1%</b>
<b>134,560 tons</b>	» Collected and marketed products	
<b>9,256 hectares</b>	» Cultivated area	
<b>1,610</b>	» Member companies	
<b>2,182</b>	» Employees	
<b>3</b>	» Production factories	
<b>49</b>	» Distributors	



## » Net turnover

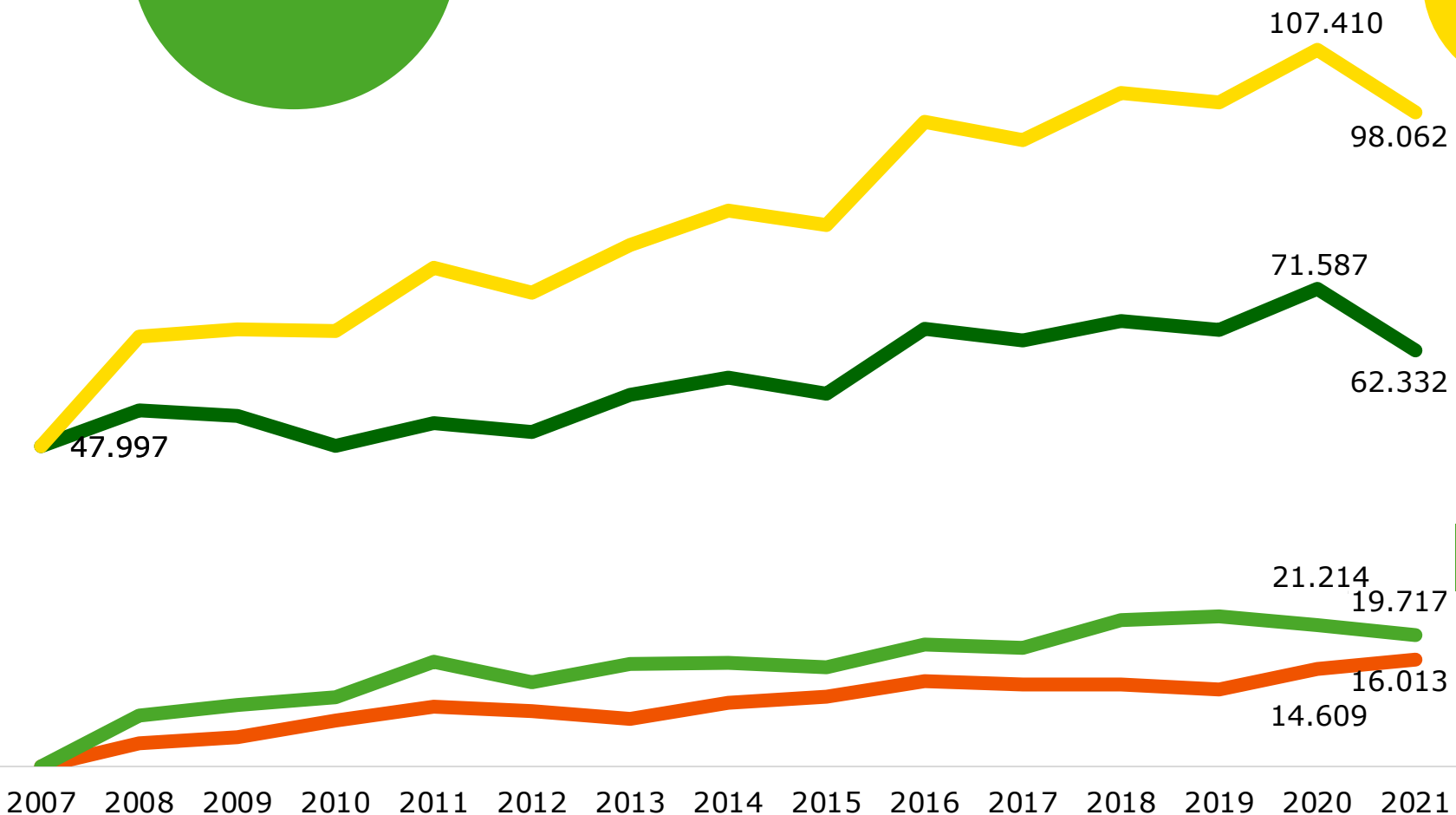


# » Production in tons Cesena-Policoro-Ficarolo



**2007-2021  
+104%**

**TOTAL  
-8,7%  
vs 2020**



**Cesena  
-12,9%**

**Policoro  
-7,1%**

**Ficarolo  
+9,6%**

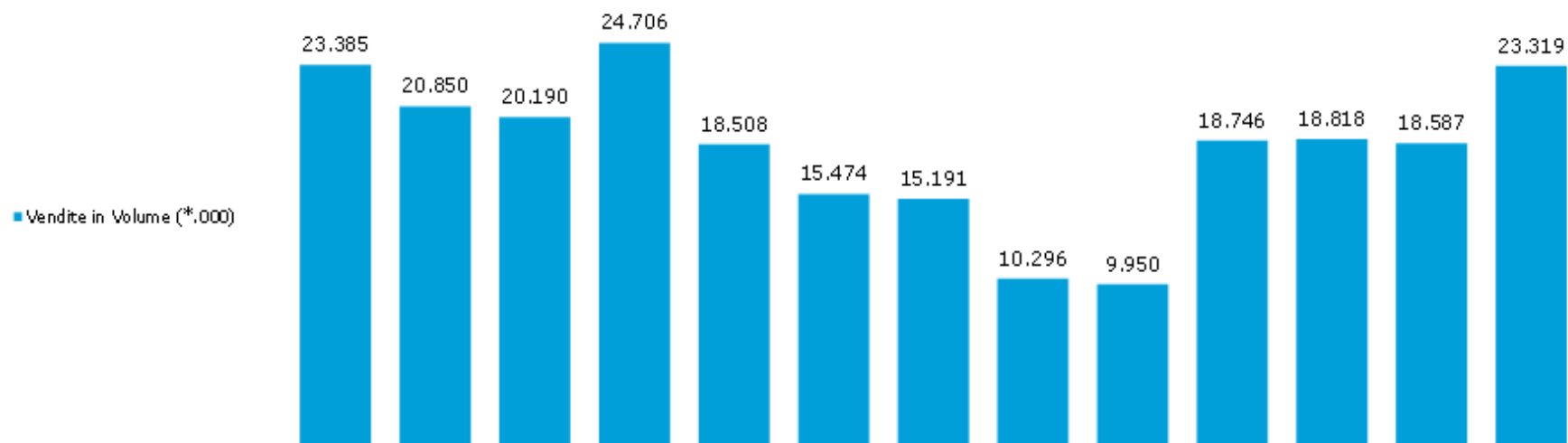


# » Vegetables: trend



Indicatori di mercato	AT DIC21	Var.%
Valore(Euro)	713.428.704	-1,9
Volume(U.M.)	214.635.643	-2,4

Indicatori di mercato	AT DIC21	Var.%
Unità(Pz.)	350.444.907	-1,8
Prezzo Medio Volume	3,32	0,5



Indicatori di Trend	ST DIC21	DIC20	GEN21	FEB21	MAR21	APR21	MAG21	GIU21	LUG21	AGO21	SET21	OTT21	NOV21	DIC21
		5	4	4	5	4	4	5	4	4	5	4	4	5
Var. % Vol. p.c.	-0,5	6,2	7,1	4,4	-15,5	-5,1	-3,4	-5,5	4,6	3,3	3,0	-3,0	-5,9	-0,3
Var. % Val. p.c.	0,5	7,6	9,8	4,7	-14,5	-7,0	-5,2	-5,7	5,2	4,7	4,3	-2,2	-4,7	0,4
Var. % Prezzo p.c.	1,0	1,3	2,5	0,2	1,2	-1,9	-1,9	-0,1	0,5	1,3	1,2	0,8	1,3	0,7

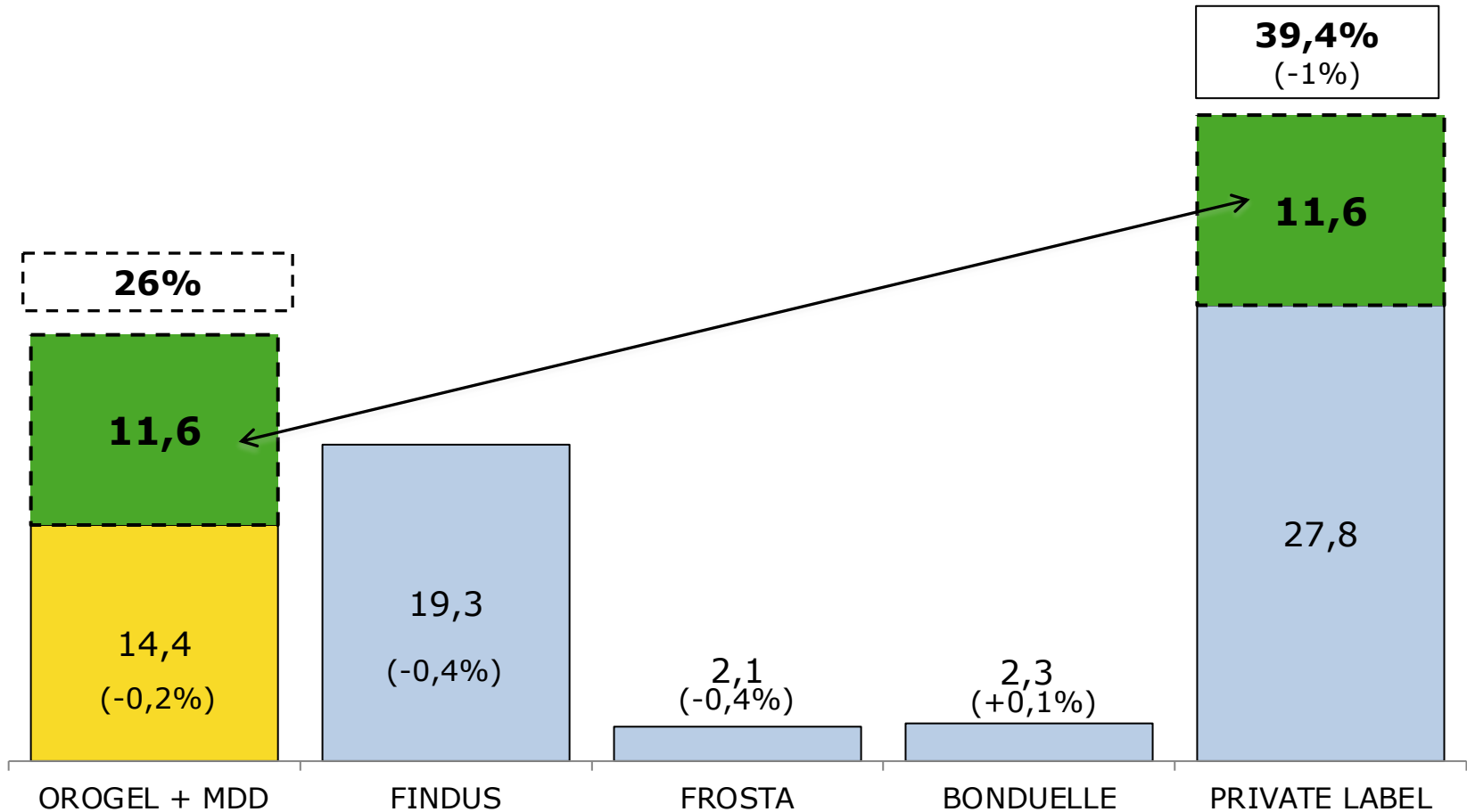
# » Vegetables: market share

## TA Volumes Dec. 2021



### Volume market shares

- Orogel volume market share
- Estimated Orogel volume market share in the PL market





# » A glance at the future



Investments  
2011-2020

**260  
millions**



Budget  
2021/2023

**100  
millions**



# » Factories



**Everyday, nature is here to offer all its taste**

Orogel factories and collection facilities are located in the best agricultural areas in Italy, where products are processed, stored and packaged immediately after picking, so as to keep all their freshness intact.





## Factories

1. Bagnacavallo (RA)
2. Cesena 1 (FC) (deep frozen products)
3. Cesena 2 (FC)  
(deep frozen products and jams)
4. Cesena 3 (FC) (deep frozen products)
5. Corporeno, Cento (FE)
6. Faenza (RA)
7. Ficarolo (RO) (deep frozen products)
8. Forlimpopoli (FC)
9. Gatteo (FC)
10. Longiano (FC)
11. Policoro (MT) (deep frozen products)

## Collection facilities

12. Alfonsine (RA)
13. Cisterna di Latina (LT)
14. Copparo (FE)
15. Eboli (SA)
16. Forcate di Fontanafredda (PN)
17. Granarolo Faentino (RA)
18. Latina (LT)
19. Montescaglioso (MT)
20. Ortona ((CH)
21. Pievesestina (FC)
22. S. Alberto (RA)
23. S. Martino di Pensilis (CB)
24. San Ferdinando di Puglia (BT)
25. Scanzano Jonico (MT)



# » Vegetable specialists



The Orogel Group is known as a “specialist and leader” in the **vegetable sector** and in **plant-based** ready meals and side-dishes among distributors and consumers.

High-quality production, fast service, reliability and efficiency: this is what brought Orogel to be one of the leaders in the Italian market of **deep-frozen** food products.





# » State-of-the-art factories



**With its technologically advanced and innovative processing and production lines and equipment,** Orogel offers state-of-the-art production of high-quality and wholesome deep-frozen food products.



# » Factories



## Cesena factory

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**Total area** » 300,000 sqm, including 94,000 sqm of covered spaces and 7,500 sqm under construction

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**Freezing capacity** » 55,000 tons

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**Production capacity** » 75,000 tons/year of deep-frozen products

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**Processed products** » Leaf vegetables, grilled vegetables, battered vegetables, ready meals, other vegetables

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**Analysis and control** » 3 laboratories

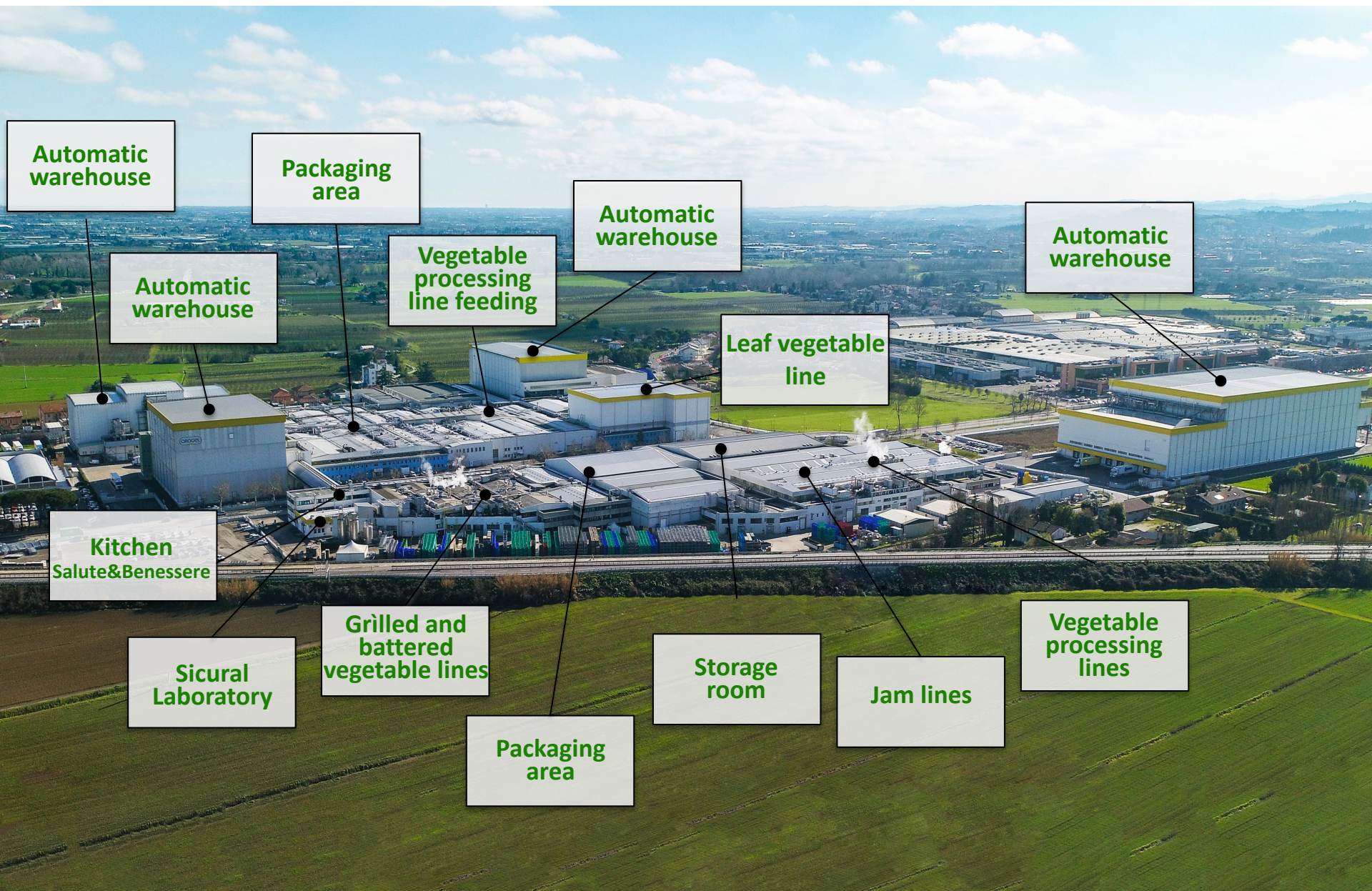
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**Research and development** » Cooking school *Salute e Benessere* and fully equipped Laboratory





# » Factories



Automatic warehouse

Packaging area

Automatic warehouse

Automatic warehouse

Automatic warehouse

Vegetable processing line feeding

Leaf vegetable line

Kitchen  
Salute&Benessere

Sicural  
Laboratory

Grilled and battered vegetable lines

Storage room

Jam lines

Vegetable processing lines

Packaging area



# » Factories



## **Policoro factory**

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**Total area** » 120,000 sqm including  
» 24,000 sqm of covered  
spaces

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**Freezing  
capacity** » 5,500 tons

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**Production  
capacity** » 25,000 tons/year  
of deep-frozen product

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**Processed  
products** » Asparagus, chard,  
broccoli, cauliflower  
fennel, artichoke,  
spinach, courgettes,  
potatoes, cherry  
tomatoes,  
aubergines, peppers.

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**Analysis  
and control** » 1 laboratory

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# » Factories



## Ficarolo factory

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**Total area** » 63,000 sq, including  
13,500 sqm of covered  
spaces

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**Freezing  
capacity** » 5,500 tons

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**Production  
capacity** » 15,000 tons/year  
of deep-frozen product

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**Processed  
products** » peas, soy,  
Borlotti beans, green  
beans,  
cereals/rehydrated  
pulses,  
onion.

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**Analysis  
and control** » 1 laboratory

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# » Research and development



## Traditional flavours and the latest technologies.

Farming, picking, processing, packaging and storage.

At Orogel, nothing is left to chance and all the stages of the process are constantly improved.

This is also the purpose of our engagement in **Research and Development** activities: studying new methods and applying new technologies to optimize production and distribution, so as to always be at the forefront in our industry.





# » Research and development



**Cucina Salute e Benessere** is an **ultra-modern centre for research and development activities on new products**, where our team of chefs and food technologists studies and tests all Orogel recipes.

**Vitroplant** is specialised in researching varieties and in the **in-vitro production of seedlings and nursery plants**. Thanks to innovative production systems, Orogel can provide its member farmers with strong, healthy and virus-free plants.

**Sicural** is the **Reference laboratory for food safety**, equipped with cutting-edge sophisticated technologies for the analysis and testing of food and agricultural quality. Orogel offers products which are guaranteed to be fully compliant with the most rigorous international quality standards.



# » Quality certifications



Safety and quality are primary objectives for Orogel: this is why it has obtained **national and international quality certifications**.

Orogel  
Surgelati  
Frozen



Certificazione di prodotto:  
Requisito Non OGM in conformità  
al DTP 01 (Certificato N° 01/2015/NO)

Certificazione di servizio:  
Agricoltura Sostenibile in conformità  
al DTS 03 (Certificato N° 01/SE/03)



At Orogel, sustainability is an all-round commitment involving the whole company and production cycle.

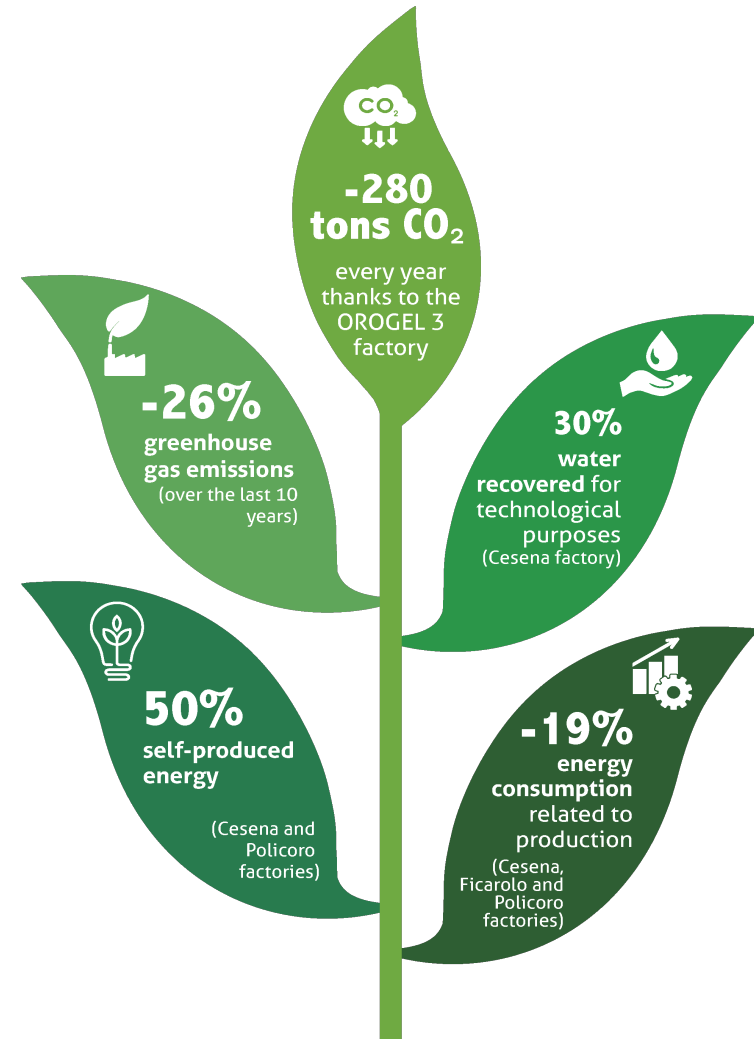
These are some of our biggest achievements:

**Investments in energy production from renewable sources**

**Optimisation of energy consumption**

**Reduction of water consumption**

**Use of recyclable and compostable packaging**



OROGEL SYSTEM  
Cesena, Ficarolo and Policoro  
factories.




Orogel is deeply rooted in the social context it operates in, and is aware of the influence its actions can have on the whole community. This is why it accompanies its growth with actions of **solidarity, assistance and support** to the community.


It carries out its social activities both directly and through:

- **Fondazione Fruttadoro-Orogel (F.OR)**
- **Fondazione Romagna Solidale**
- **Consorzio Romagna Iniziative**
- **Consorzio S2A** (health, sustainability, environment, nutrition)







**FONDAZIONE F.OR. (FRUTTADORO OROGEL)** On the occasion of our 50th anniversary celebrations in 2017, we founded F.OR., a foundation working for social responsibility and support, solidarity and culture, to which 5% of the Group's profits are allotted. F.OR. earmarked over € 970,000 of funds in 2018.



**FONDAZIONE ROMAGNA SOLIDALE ONLUS** Orogel is one of the founders of Fondazione Romagna Solidale: it is a foundation made up of 70 local companies that earmark funds to support the most vulnerable groups and situations at a local level, basically in the surroundings of Cesena. They contribute to improving their quality of life by funding local not-for-profit organizations involved in the sectors of healthcare, assistance to disabled people or to the elderly, and training for young people.



**CONSORZIO ROMAGNA INIZIATIVE** Orogel was among the promoters and the first members of Romagna Iniziative, a consortium of some of the most important companies operating in the area of Cesena and in Romagna and working for the promotion of sports activities, as well as of artistic or cultural projects, with a special focus on young people.



**COMPANY WELFARE** We have recently developed a special project for those employees who want to convert their annual productivity bonus, which has been specially increased for this initiative, into vouchers to be used as payment for welfare services, such as healthcare, public transport or supplementary pension plans.

## » Welfare



With cooperation being one of the founding principles of Orogel, we firmly believe in the value of connections and mutual support.

This is the reason why we carry out several initiatives of corporate welfare - to support our member farmers, employees and co-workers - and social welfare to support culture, sports and social inclusion.





# » Corporate welfare



**PRODUCTIVITY BONUS** Every year we pay out a productivity bonus to our employees, which depends on the results achieved by the company in terms of quantity and quality, and varies accordingly.



**A GOOD BOOK** We pay a contribution to help families buy their children's text books. The bonus was used by 163 employees in 2020.



**AFTER-SCHOOL ACTIVITIES** C'Entro, the centre offering after-school activities intended for our employees' children, was launched in 2018. Both educational and recreational activities are provided by qualified operators.



**SUMMER CAMP** Our employees' children can also take part in a Summer Camp, which gives them the chance to build on the activities carried out during winter time.



**PART-TIME WORK AFTER MATERNITY LEAVE** Employees going back to work after a maternity leave can benefit from part-time positions, without limitations, during the first years of the child.



**SOCIAL HOUSING** A Social Housing project was also launched quite a long time ago. There are currently 16 flats where the families of some employees can live by paying just a small sum as rent.



**INTEREST-FREE LOANS** We earmark interest-free loans, for 12 months, to whomever requests them.



**SUBSIDIARY GUARANTEES FOR MORTGAGES** we provide subsidiary guarantees to those employees and member farmers who need to take out a mortgage to purchase their first house.



**RETAIL VOUCHERS** Our member farmers, employees and collaborators receive retail vouchers every year: they can be spent in any store having an agreement with us on this initiative.



**IN-HOUSE GYM** We created an in-house gym with modern equipment, being available free of charge to all employees on working days.

# » A comprehensive offer



**Frozen**



**Jams**



**Fresh**



## **Legal obligations**

- » Raw materials intended for the production of deep-frozen products must be of sound and merchantable quality, they must be in good hygienic conditions and have the required degree of freshness.
- » Deep-freezing must be carried out quickly, and each product must be brought to a temperature below  $-18^{\circ}$  C.
- » Each product must be kept at a constant temperature of  $-18^{\circ}$  C or less.
- » Each deep-frozen product must be sold in its original packaging, sealed by the producer, and showing the term "deep-frozen".

## **Benefits for the consumer**

- » The consumer can be sure of the origin and quality of the deep-frozen product.
- » The deep-frozen product keeps its original characteristics intact.
- » The organoleptic characteristics of the deep-frozen product remain unchanged over time.
- » The product cannot be manipulated, it reaches the consumer intact and is guaranteed by the label of its producer.



# » THE WORLD OF ICE: Deep-frozen or frozen



These food preservation systems are based on **the lowering of temperatures** until water turns into **ice crystals**.

1. Water turns into ice crystals.
2. Water is no longer available for microbial development, for enzyme and chemical reactions.
3. The food product is preserved, since the activity of altering agents is blocked or slowed down.

Specific laws exist on deep-frozen products (Legislative Decree No.110 of 27/01/1992).

NO specific law exists on frozen products.



# » THE WORLD OF ICE: Deep-frozen or frozen



## **Freezing**

It is a slow reduction in temperature for food products up to  $-15^{\circ}\text{C}$  /  $-20^{\circ}\text{C}$ , to obtain the transformation of water into ice crystals.

## **Deep-freezing**

Quick cooling process which brings the «core» of the product to  $-18^{\circ}\text{C}$  in a very short time.

The product reaches very low temperatures,  $-40^{\circ}\text{C}$ , which are required to get out of the maximum crystallization zone ( $0.5^{\circ}\text{C}$  –  $5^{\circ}\text{C}$ ) as quickly as possible.





# » The retail world





# » Retail: a uniquely wide range of products



## Vegetables

A wide range of freshly picked vegetables which are immediately deep frozen to offer a fully natural product, ready to use.



# » Retail: a uniquely wide range of products



## Wellness

Products containing vegetables being naturally rich in fibres, nutrients and protective substances, designed to meet the growing demand for a healthy and balanced diet.



# » Retail: a uniquely wide range of products



## Ready to Chef

A mix of chopped vegetables seasoned with herbs, spices and a little oil in 4 different versions.

The perfect base to prepare pasta dishes, main courses or all-in-one dishes, with your favourite ingredients in just a few minutes.





# » Retail: a uniquely wide range of products



## La Cucina Italiana

Tasty recipes created by Orogel chefs, prepared with fresh raw materials and cooked naturally, with no preservatives, thickeners and seasonings.

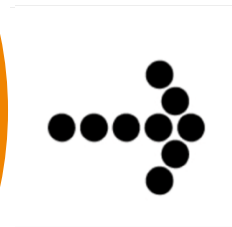


# » Retail: a uniquely wide range of products



## Single Servings

Whether we are single or have a family, we all have our own preferences and cravings: with this new range of products, Orogel wants to satisfy all of them.



# » Retail: a uniquely wide range of products



## Fish

These products offer all the flavour and freshness of the sea, with fish coming exclusively from the world's most crystal-clear waters and deep-frozen immediately after fishing.





# » Retail: a uniquely wide range of products



## Ice Cream

A high-quality, good and tasty product, inspired by the best Italian tradition of artisanal gelato: selected ingredients, soft ripples and rich decorations in many different packaging formats.



# » The Food Service world



*qualità*  
*quality*

*idee*  
*ideas*

*convenienza*  
*value*

# » The Food Service world



The new lifestyles are main reason why **outdoor food consumption** has been growing steadily.

Orogel responds to these needs with a wide range of **high-quality, healthy and time-saving products**, studied and designed for the **Food Service** sector.

Orogel is today a reliable partner for the service world, thanks to its own **teams of chefs** promoting the values of our products at 360° in Italy and abroad.





# » Food Service APP



## Plenty of services... ... one tool

- Use the Food Cost as a lever to improve sales
- Provide information on the plus of deep-frozen products, on the convenience and range variety of Orogel products
- Establish a direct relationship with Salesforce representatives

The **Orogel Food Service App** can be downloaded **for free** and is available for smartphones and tablets.





# » The Food Service world



**An elegant picture for each product, with plenty of information.**

On the back of packages we specify the **origins of our products:** the factories are located near the farming areas, so that the products are deep frozen immediately after picking and can keep their organoleptic and nutritional characteristics intact.



# » Food Service: compostable pack



**Il Biologico** is a range of products with compostable packaging to offer **the best of quality** and to fully protect the **environment**.



# » The Food Service world



## Vegetables

A unique range of products, extremely rich in natural vegetables and with a very high added value, designed to give to the food service industry the guarantee of certified top-quality vegetables with a very high cooking yield.





## Wellness

The food service is increasingly interested in healthy and light products. This exclusive line offers all the benefits of products being naturally rich in substances that are good for our body, but being also easy to use, versatile, tasty and healthy.



## Organic Vegetables

Deep-frozen vegetables from organic farming, guaranteed by national and international quality certifications, being wholesome and natural at the same time.



## Quick Recipes

Bases for ready meals, finger foods and snacks emphasizing the great tradition of Italian cuisine. This line provides the food service industry with quality products for quick recipes and with the best "food cost" per portion.





# » Orogel Jams



# » Jams and marmalades: The current regulations



**Jam** » a mixture, brought to a suitable gelled consistency, of: sugars+fruit pulp/purée (**min. 35g. per 100g.** of finished product)+water.

**Extra Jam** » a mixture, brought to a suitable gelled consistency, of: sugars+unconcentrated fruit pulp(**min. 45g. per 100g.** of finished product)+water.

**Marmalade**» a mixture, brought to a suitable gelled consistency, of: sugars+one or more of the following products obtained from citrus fruit: pulp, purée, juice, aqueous extracts and peel (**min. 20g. per 100g.** of finished product).

**Preparation or Compote** » anything not included in the 3 legal names above

**Organic product**» **at least 95% of the ingredients** used come from organic farming.

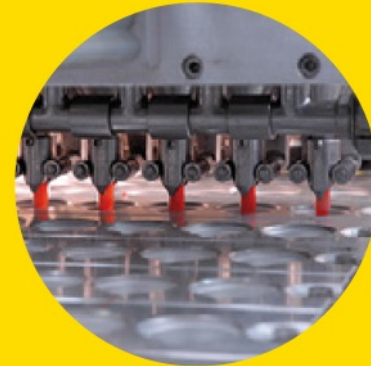


# » Orogel Jams: State-of-the-art technology



## Top technology for top quality.

Our production facility is equipped **with innovative and state-of-the-art systems**, to offer excellent products obtained through techniques using low cooking temperatures and short cooking times, so as to best preserve the original organoleptic characteristics of the raw materials and therefore guarantee **the highest quality standards**.





# » Orogel Jams: The good side of fruit



**Natural, wholesome products**, grown with **passion** and **dedication**: only the best ones are selected as ingredients for Orogel jams.

In **Organic** and **integrated pest management farming**, the fruits are picked only at their best ripening stage and are then processed in a state-of-the-art production facility, equipped with the **most advanced technologies** and with innovative automation systems, to give absolutely excellent products.

Thanks to its experience and professionalism, Orogel is now a key player in the **production of jams**.





## Virtù di Frutta »

A line of jams and preparations made with carefully selected fruit, picked at its best ripening stage when it offers the best of quality and taste.

Natural products being good for your health, in two unique lines designed to satisfy the most demanding palates.

A large white circle on a yellow background containing the text 'Virtù di frutta' in a green, sans-serif font. The word 'Virtù' is in a larger font size than 'di frutta'.



## ORGANIC

Ingredients from organic farming only, obtained with methods which fully respect the crops and guarantee 100% natural products. Only fruit sugars are used, with apple juice adding taste and lightness. 5 extremely natural flavours.



# » Orofrutta



The fruit produced by our members and picked at the right ripening stage is selected and transformed into semi-finished products which are then immediately deep-frozen, so that they can keep all their nutritional and quality characteristics intact. This is why Orofrutta jams are full of fruit pieces and naturally tasty. Delicious!

**Retail** » A wide range of flavours in 400 g glass jars

**Food Service** » Single portions in aluminum or glass containers, buckets or tins, for any food service need.

**Industry** » Buckets or tins for the bakery channel or semi-finished products for industrial processing



# » Orofrutta: product range



**Glass jars 400 g »** Apricot, Peach, Strawberry, Cherry, Plum, Fruit of the forest

canale retail





# » Orofrutta: product range



## **Aluminum single portions 25 g »**

Apricot, Orange, Cherry, Strawberry, Fruit of the forest, Blueberry, Peach, Plum, Polyfloral Honey.

**Glass single portions 28 g »** Apricot, Orange, Cherry, Strawberry, Fruit of the forest, Blueberry, Peach, Polyfloral Honey.

**Tin 2.3 kg »** Apricot, Orange, Cherry, Strawberry, Fruit of the forest, Blueberry, Peach, Plum.

**Bucket 5.5 kg »** Black Cherry, Cherry, Figs, Quince, Mulberry, Bolognese mustard, Apricot sauce, Plum, Sour Cherry, Grape.

**Bucket 12 kg »** Apricot, Plum, Sour Cherry, Bolognese Mustard.

canale Food Service



# » Private Label



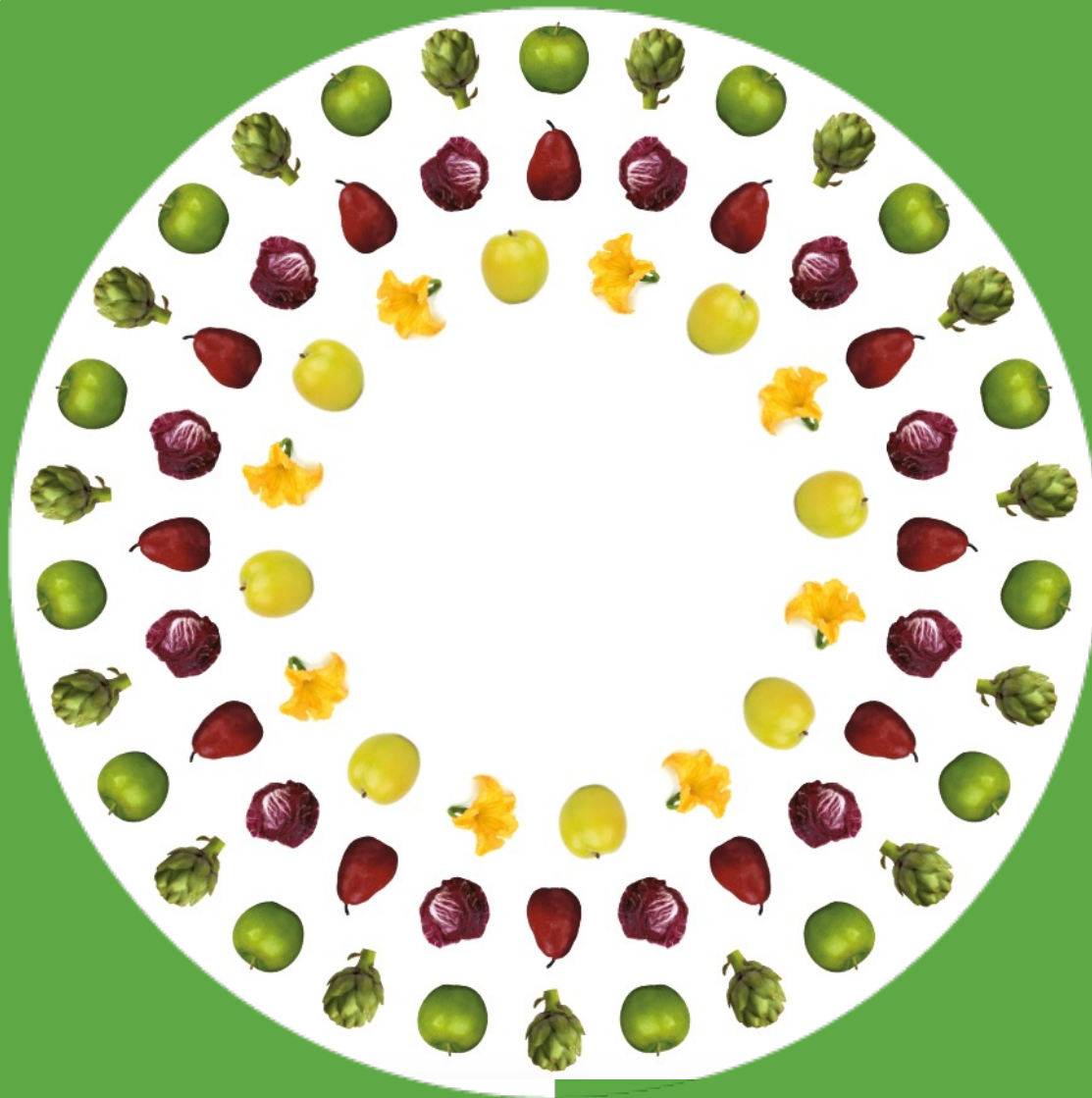
Orogel produces some customized products with personalized brands for the main large-scale retailers. This is why the company has become a reference partner for Private Labels, thanks to its very high quality standards and the use of excellent ingredients.

**TAILOR-MADE»** products designed and developed according to the customer's specific requirements, together with suited recipes that capitalize on the best Italian products and PGI ingredients.

**A FIRST-RATE PARTNER»** fast development of new projects, efficient management of finished product and packaging material warehouses: these are just some of the areas we excel in, and which our partners acknowledge and appreciate.

**VERY HIGH QUALITY STANDARDS»** the use of the most advanced technologies allows to carry out rigorous controls on our products and to make them comply with the highest standards.





# » Orogel Fresco



**Orogel Fresco offers high quality fruit and vegetable products to consumers.**

**Eco-friendliness, constant control** and full **traceability** of production are the ingredients of success for Orogel Fresco. Offering **wholesome** products is key to Orogel Fresco.

We know there is no true quality without knowledge, this is why we have **qualified and up-to-date technicians**, working on Orogel Fresco products, supporting the daily production activity in the fields and constantly monitoring the correct implementation of farming specifications with their inspections.







**Orogel Fresco** » includes top quality products, obtained in compliance with integrated farming specifications. This line offers first-class 100% Italian products.

**Le Meraviglie** » a range of seasonal fruits carefully selected by our member fruit farmers. These fruits really taste like fruits, as they are picked from their trees at the right ripening stage.



**NATURE NEEDS A HAND.**



**We support nature through OroGel Green:  
a promise we keep day after day.**



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